

## Sample PAC Solicitation Letter to Physician Owners

Dear Dr. \_\_\_\_\_:

I am writing today to ask you to contribute to the Physician Hospitals of America Political Action Committee (PHA PAC). As you are aware, PHA is the national trade association that supports and advocates for the interests of the physician hospital industry in Washington DC. The importance of our participation in the political process becomes very evident each time we consider the negative coverage our industry receives not only through the media, but also on Capitol Hill itself. In 2008 alone we successfully battled our industry's addition to five separate bills: the SCHIP Bill, the Mental Health Parity Bill, the Farm Bill, the Iraq War Supplemental Appropriations Bill, and the Rural Hospital Bill.

Fortunately, through 2008 as in the past, several members of Congress stood with us and defeated the attempts of our opponents to put our industry out of business. We are now at another crossroads – with the shift in Congressional power and shift in Administration. Our chances of surviving another direct attack on the physician hospital industry are substantially affected by this change. PHA is working adamantly to educate, garner new support, and maintain existing support for the industry on Capitol Hill. Their efforts will directly affect our hospital's growth and sustainability.

With 2009 Presidential elections behind us, the healthcare industry is a hotbed of activity. We need to find and support those who share our commitment to free-market health care and the patients we serve. Contributing to the PHA PAC is vital if we are to protect against harmful legislation limiting the ability of our industry and our hospital itself to grow, and even exist. From January 1, 2006 through December 31, 2008, the AHA and FAH together spent \$8,094,223 in lobbying efforts. A great deal of this lobbying money was spent toward their goal of ending the ability of physicians to own hospitals. In comparison, in 2007-08 Physician Hospitals of America spent approximately \$500,000 through our Political Action Committee fund. Considering that we are fighting for our ability to exist as an industry, this disparity is not acceptable.

There is strength in numbers and the PAC allows us to pool our resources and influence public policy. Our elected representatives place a high value on physician participation in advocacy. I ask you to consider contributing to the PHA PAC as part of your service to our hospital. By participating in the PHA PAC you will join hundreds of concerned members of the physician hospital industry nationwide, in influencing the future of our healthcare system. A PHA PAC brochure, which includes all the necessary information for contributing, is enclosed. I thank you in advance for your generosity and support.

If you need additional information, please contact me or PHA Executive Director, Molly Sandvig, (605) 321-3483.

*Signature line*