

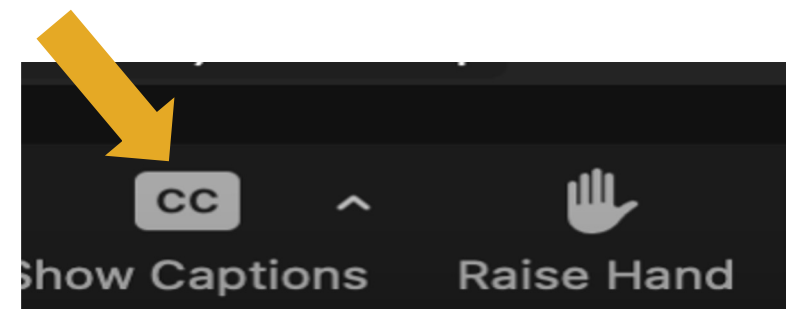
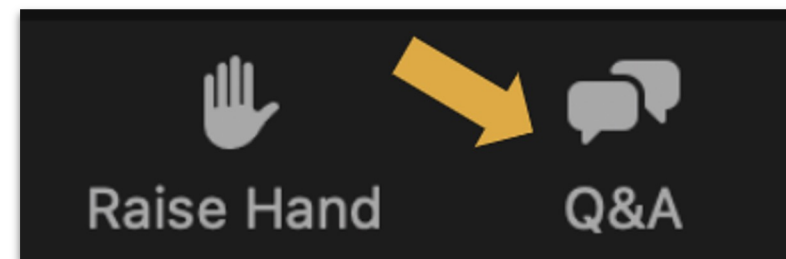
Coffee and Contracts: A Social Needs Contracting Community of Practice

Building Momentum: Securing the Next “Yes” in Health Care Partnership Conversations

October 14, 2025 | Noon-1:00 p.m. ET

Administrative Notes

- This session is about learning and creating partnerships. You drive the conversation.
- Please engage in the discussion on any level you prefer and are able to!
- Closed captions are provided for this session, can also click “Show Captions” to display automated captions.



Antitrust Statement

Aligning Social Care Planning Group

Antitrust Compliance Statement

It is the policy of the Aligning Social Care Planning Group (“ASCPG”) to conduct all its activities in compliance with federal and state antitrust laws.

During ASCPG meetings and other association activities, including all informal or social discussions among ASCPG members, each member shall refrain from discussing or exchanging competitively sensitive information with any other member. Competitively sensitive information includes, but may not be limited to:

- Prices, premiums, reimbursement, charges or payment rates, charged or paid, for any products or services
- Prices paid for or discounts received for significant expense items, such as major equipment or purchases, information systems, medical records systems, etc.
- Discounts provided to patients, payers or enrollees
- What products or services will be offered to enrollees, patients or payers
- Shares of geographic or product markets
- Plans to select, reject or terminate any payer, service or customer contract
- Salaries of professional and executive staff
- Any other information a member reasonably believes to be competitively sensitive information

In addition, ASCPG members shall not engage in any discussions with any other member regarding any of the following:

- Allocation of patients, enrollees, sales territories, sales of any product or service or contracts with providers or payers
- Refusal to deal with any provider, payer, or vendor, or any class or group of providers, payers or vendors

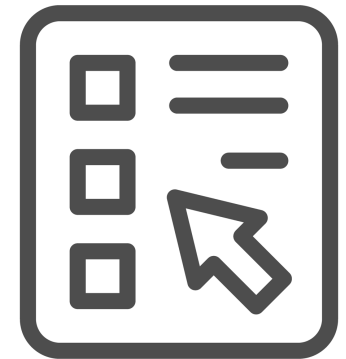
If you have any questions or antitrust concerns related to ASCPG programs, meetings, or activities, please consult with ASCGP legal counsel or your own legal counsel.

Who's Joining Us Today?

Introductory Polls

(you may have to scroll down)

- ✓ What sector do you represent?
- ✓ If you represent a CBO, are you part of a CCH or contemplating developing or joining a CCH?
- ✓ Are you actively preparing for or considering engaging in a health plan/CBO or CCH contract?



Partnership to Align Social Care

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COFFEE & CONTRACTS: A SOCIAL NEEDS CONTRACTING COMMUNITY OF PRACTICE

Building Momentum: Securing
the Next “Yes” in Health Care
Partnership Conversations

14 OCTOBER 2025
NOON - 1 PM EST



Marc Rosen

System Director, Community
Impact & Partnerships,
CommonSpirit Health



Lavinia Goto

Director of Operations,
Oregon Wellness Network, O4AD

Upcoming CCH Governance Webinar in lieu of November Coffee & Contracts Session

Stay tuned for date & time!

- Learn about the **various Community Care Hub legal structures that exist**, and the **process to selecting the appropriate legal and contracting structure** for a CCH.
- Hear from CCH leaders **about their approaches to building out governance models** for their hub and lessons learned.
- **Access new resources** focused on helping organizations determine the best the legal and contracting structure for their CCH.

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Closing Survey Reminder

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Thank You!

Partnership Contacts

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Breakout Room Discussion Questions

- When you are first establishing a partnership with a potential health care partner, what messages resonate and what topics elicit objections?
- What messages from the presenters resonated the most with where your organization is at in initial conversations with health care partners?
- What types of resources and tools would be helpful to support your organization in preparing for initial meetings with potential health care partners?