



Proponent Testimony for SB284
Senate Committee on Financial Institutions and Insurance
March 17, 2025
Patrick Sallee
President & CEO, Vibrant Health

Chair Dietrich and Members of the Committee,

Thank you for the opportunity to provide testimony in strong support of SB284 on behalf of Vibrant Health. Vibrant Health is a Federally Qualified Health Center (FQHC) serving over 20,000 patients across four clinic locations in eastern Wyandotte County. Our organization provides whole-person care, including medical, dental, pharmacy, behavioral health, care management, and wrap-around services that address non-medical needs that impact patients' health such as transportation, food security, and other economic needs.

The **340B Drug Pricing Program** is a critical component of our ability to serve the most vulnerable patients in our community. Wyandotte County ranks near the bottom in the state for health outcomes, and **98% of our patients live at or below 200% of the Federal Poverty Guidelines (FPG)**. No patient is ever turned away due to an inability to pay, and in 2024, Vibrant Health provided **\$9 million in uncompensated charitable care**.

The Impact of 340B Savings

Every dollar saved through 340B is directly reinvested into patient care. The program helps us ensure that uninsured and underinsured patients have access to necessary medications, reducing the need for emergency care and preventing avoidable hospitalizations. Furthermore, these savings enable us to provide essential wrap-around services, including behavioral health integration, diabetes management, transportation assistance, and nutrition counseling—services that are critical to improving health outcomes but often lack direct reimbursement.

The Need for SB284

SB284 seeks to prevent pharmaceutical manufacturers from arbitrarily restricting access to contract pharmacy arrangements, which are vital to maintaining medication access for our patients. Additionally, the bill addresses excessive data submission requirements that pharmaceutical manufacturers have imposed, adding unnecessary administrative burdens and costs that undermine the purpose of the program.

Like other community health centers across Kansas, Vibrant Health has experienced significant disruptions due to manufacturers restricting contract pharmacy access. These actions **limit patient choice, increase medication costs, and threaten the financial sustainability of the 340B program**.



Without legislative intervention, patients will face greater barriers to accessing affordable medications, which will lead to worse health outcomes and higher healthcare costs across the state.

Protecting the 340B Program to Strengthen Community Health

The **340B program is not a government handout—it is a self-sustaining program that helps safety net providers stretch limited resources to serve more patients effectively.** The program has worked for over 30 years to support high-quality, cost-effective healthcare delivery at no additional cost to taxpayers. However, the recent actions of pharmaceutical manufacturers are putting this lifeline at risk. If the 340B program is weakened, the consequences will be severe:

- **Patients will lose access to affordable medications.**
- **Essential community health programs will be reduced or eliminated.**
- **Local, independent contract pharmacies will suffer economic harm.**
- **The overall healthcare system will face increased costs due to preventable hospitalizations and emergency room visits.**

Conclusion

SB284 is essential to **restoring the integrity of the 340B program and ensuring that safety net providers like Vibrant Health can continue delivering high-quality, affordable healthcare** to those who need it most. We urge this committee to advance SB284 and protect access to critical medications and services for Kansas communities.

Thank you for your time and consideration.

Sincerely,

Patrick Sallee
President & CEO



Community Care is a statewide association serving 25 health centers and community-based clinics providing care at over 90 sites across Kansas. Clinics in our network are open to anyone, with a specialty of serving the most vulnerable and underserved Kansans. Last year, the network served one in nine Kansans, 350,531 patients. Patients visiting our centers disproportionately represent the working poor, the uninsured, and those who receive health coverage via Medicaid. These clinics provide whole-person care, including medical, dental, pharmacy, behavioral health, substance use disorder, care management, and wrap-around services to meet transportation and other social and economic needs. Clinics provided these services through more than 1.16 million patient visits in 2024.