

SHAHEEN FOR SENATE
“Surprise”
TV :30

AD SCRIPT

BACKUP

<p>KATHY CAVALLARO: “I had to have emergency surgery.”</p> <p><i>O/S: January 27, 2019</i></p> <p>KATHY CAVALLARO: “We have health insurance, but it turns out the surgeons were out of network.”</p> <p><i>O/S: KATHY CAVALLARO / RYE</i></p> <p>KATHY CAVALLARO: “I got a bill for an extra \$5,000. We don’t have an extra \$5,000.”</p>	<p><i>NOTE: Internal records prove these statements.</i></p>
<p>KATHY CAVALLARO: “We went to Jeanne Shaheen and she got the bill reduced.”</p>	<p><i>NOTE: Internal records prove this statement.</i></p>
<p>KATHY CAVALLARO: “Jeanne Shaheen is there for us. She’s fighting against these surprise medical bills and a lot of these Wall Street companies that are behind them.”</p> <p><i>O/S: FIGHTING AGAINST / SURPRISE MEDICAL BILLS / WMUR, 9/13/19</i></p>	<p>WMUR Headline: “Shaheen Says She ‘Will Not Be Intimidated’ By TV, Mail Ads Opposing Ban On Surprise Medical Billing.” [WMUR, 9/13/19]</p> <p>Shaheen Said She Would “Not Be Intimidated” By Doctor Patient Unity, A Group Primarily Funded By Private Equity-Backed Physician Servicing Companies TeamHealth And Envision Healthcare And Was Running Ads Calling On Senators To Oppose Legislation Reforming The Practice Of Surprise Medical Billing. “Sen. Jeanne Shaheen said Friday she ‘will not be intimidated’ by a secretive group airing ads on television in New Hampshire and across the country calling on members of Congress to oppose pending legislation to reform the practice of surprise medical billing. Shaheen’s comments came after the New York Times exposed the chief funders behind a group calling itself Doctor Patient Unity as TeamHealth and EnvisionHealthcare, described by the Times as private equity-backed companies that own physician practices to staff emergency rooms around the country. The physicians are deployed to hospital emergency rooms during medical personnel shortages. When the physicians are not covered by patients’ insurers and are ‘out of network,’ the patients are often charged exorbitant rates.” [WMUR, 9/13/19]</p> <ul style="list-style-type: none"> • Shaheen: “But I Don’t Care How Many Ads They Run, How Many Mailers They Send Or How Much Dark Money They Spend. I’m Not Intimidated And Am Adamant That Tackling Surprise Medical Billing Must Remain At The Top Of Congress’ To-Do List.” “Like all dark money

groups, Doctor Patient Unity is not required by federal law to disclose the names of its donors. 'This is an example of what happens when voters can't tell who's paying for ads because they're funded by dark money,' Shaheen said in a statement issued by her office after the Times story appeared Friday. 'It causes a lot of confusion, but I trust that most Granite Staters recognize this for what it is: fear mongering,' Shaheen said. Shaheen continued: 'It's unfortunate that the voices of Granite Staters who are struggling to pay surprise medical bills can be drowned out by wealthy special interests that have a vested interest in putting profits over patients. But I don't care how many ads they run, how many mailers they send or how much dark money they spend. I'm not intimidated and am adamant that tackling surprise billing must remain at the top of Congress's to-do list.'" [WMUR, [9/13/19](#)]

Union Leader Headline: "Shaheen Calls Out 'Dark Money Special Interests' Over Surprise Billings Ads." [Union Leader, [9/25/19](#)]

Union Leader: Shaheen "Took To The Floor Of The Senate" To "Call Out Dark Money Special Interests" That Flooded States Across The Country, Including New Hampshire, With Millions Of Dollars' Worth Of Ads Aimed At Derailing Efforts To End Surprise Medical Billing. "Sen. Jeanne Shaheen, D-NH, took to the floor of the Senate on Wednesday to call out the dark money special interests she said have flooded states across the country, including New Hampshire, with millions of dollars' worth of advertisements aimed at derailing efforts to end surprise medical billing. Shaheen said the ad campaign is a consequence of the Supreme Court's Citizens United decision allowing special interests to spend unlimited amounts of money while remaining anonymous. 'This ad campaign is not only confusing to voters – it's Exhibit A on how our campaign finance system is broke,' said Shaheen. 'The voices of Granite Staters who are struggling to pay surprise medical bills are being drowned out — in this case — by private equity firms on Wall Street who are making billions off of the status quo.' Shaheen's comments came after news reports exposed the chief funders behind a group calling itself Doctor Patient Unity as TeamHealth and EnvisionHealthcare, owned by private equity groups which have bought up many of the physician staffing companies involved in surprise medical bills." [Union Leader, [9/25/19](#)]

Shaheen Supported A Measure That Would End Surprise Medical Bills, Which Generate When A Patient Goes To A Hospital That Is In Their Health Insurance Network But Then Is Treated By A Doctor Who Is Employed By An Out-Of-Network Company. "Shaheen is one of a group of bi-partisan lawmakers who have been targeted by the lobbying effort. She supports a measure that would end so-called surprise bills, which are generated when a patient goes to a hospital that is in their health insurance provider network but is treated by a doctor who is employed by an out-of-network company. Patients, who are not informed that they are receiving treatment from an out-of-network provider, may receive bills for tens of thousands of dollars." [NHPR, [9/25/19](#)]

	<p>Private Equity Titans Blackstone And KKR Unleashed A \$53.8 Million National Advertising Blitz In 2019 Against Legislation That Sought To Crack Down On Surprise Medical Billing, Which Threatened Their Investments In Health-Care Companies Valued At \$16 Billion. “Confronted with the rare prospect of defeat on Capitol Hill, private equity titans Blackstone Group Inc. and KKR & Co. unleashed a national advertising blitz last year against legislation that threatened their investments in health-care companies valued at \$16 billion. The \$53.8 million campaign sought to derail a crackdown on surprise medical billing, in which patients are unexpectedly hit with exorbitant charges, often following visits to emergency rooms. Television ads depicted patients in trauma being denied care and urged viewers to contact lawmakers, dozens of whom were identified by name. The onslaught ended up generating a bi-partisan backlash, and a rebuke from President Donald Trump’s White House, in large part because Blackstone and KKR didn’t reveal that medical-staffing companies they owned were bankrolling the effort.” [Bloomberg, 1/8/20]</p> <ul style="list-style-type: none"> • Shaheen Said that Blackstone And KKR “Made A Lot Of Enemies” And That “They Deliberately Misled The American Public” With Their Ad Campaign. “TeamHealth and Envision influenced the debate via a front group called Doctor Patient Unity. One ominous ad showed an ambulance arriving at a hospital with a dark and empty emergency room -- all because of ‘government rate setting.’ [...] Calls from anxious voters flooded the offices of House and Senate members after the ads began to run. Once lawmakers started probing, they found out that Blackstone and KKR controlled the companies behind them. No advocacy group spent more than Doctor Patient Unity on a single issue in 2019, according to Advertising Analytics, which tracks political ads. ‘They’ve made a lot of enemies,’ Senator Jeanne Shaheen, a New Hampshire Democrat, said in an interview. ‘They deliberately misled the American public.’” [Bloomberg, 1/8/20] <p>VIDEO: WMUR Reporting On Shaheen Calling Out Doctor Patient Unity, Funded By Wall Street Firms, For Trying To Derail Legislation To End Surprise Medical Billing. [WMUR, 9/26/19]</p> <p>VIDEO: NowThis: Shaheen Is Featured In A NowThis Video Detailing The Issue Of Surprise Medical Bills And A Wall Street-Funded Dark Money Group’s Campaign To Stop Legislation Ending The Practice. [NowThis, 10/24/19]</p>
<p>KATHY CAVALLARO: “They put profits first, Jeanne Shaheen puts people first.”</p> <p><i>O/S: Jeanne Shaheen / MAKING A DIFFERENCE / FOR NEW HAMPSHIRE</i></p>	<p>Shaheen Said It Was “Unfortunate That The Voices Of Granite Staters Who Are Struggling To Pay Surprise Medical Bills Can Be Drowned Out By Wealthy Special Interests That Have A Vested Interest In Putting Profits Over Patients.” “Like all dark money groups, Doctor Patient Unity is not required by federal law to disclose the names of its donors. ‘This is an example of what happens when voters can’t tell who’s paying for ads because they’re funded by dark money,’ Shaheen said in a statement issued by her</p>

office after the Times story appeared Friday. 'It causes a lot of confusion, but I trust that most Granite Staters recognize this for what it is: fear mongering,' Shaheen said. Shaheen continued: 'It's unfortunate that the voices of Granite Staters who are struggling to pay surprise medical bills can be drowned out by wealthy special interests that have a vested interest in putting profits over patients. But I don't care how many ads they run, how many mailers they send or how much dark money they spend. I'm not intimidated and am adamant that tackling surprise billing must remain at the top of Congress's to-do list.'" [WMUR, [9/13/19](#)]

NHPR: "Senator Shaheen Says She Will Prioritize The Needs Of Patients Over The Concerns Of Private Equity Firms." "Senator Jeanne Shaheen says she will prioritize the needs of patients over the concerns of private equity firms. Her remarks come in the wake of reporting by the New York Times that revealed a \$28 million advertising campaign raising concerns about proposed legislation aimed at curbing 'surprise medical bills' is being funded by companies that benefit from the practice." [NHPR. 9/25/19]

New York Times: "Congress Appeared On Its Way To Eradicating The Large Medical Bills That Have Shocked Many Patients" Until "A Mysterious Group Called Doctor Patient Unity Showed Up" And "Poured Vast Sums Of Money [...] Into Ads Opposing The Legislation." "Early this summer, Congress appeared on its way to eradicating the large medical bills that have shocked many patients after emergency care. The legislation to end out-of-network charges was popular and had support from both sides of the aisle. President Trump promised his support. Then, in late July, a mysterious group called Doctor Patient Unity showed up. It poured vast sums of money — now more than \$28 million — into ads opposing the legislation, without disclosing its staff or its funders." [New York Times, [9/13/19](#)]

- **The Two Largest Financial Backers Of Doctor Patient Unity Were Private-Equity Backed Physician Companies TeamHealth, Which Blackstone Group Bought For \$6.1 Billion In 2016, And Envision Healthcare, Which KKR Bought For \$9.9 Billion.** "The two largest financial backers of Doctor Patient Unity are TeamHealth and Envision Healthcare, private-equity-backed companies that own physician practices and staff emergency rooms around the country, according to Greg Blair, a spokesman for the group. [...] TeamHealth was acquired in 2016 by the private-equity firm Blackstone Group in a deal valued at \$6.1 billion. And last fall, in **one** of the largest takeovers of the year, the private-equity giant KKR spent \$9.9 billion to acquire Envision Healthcare. [...] Together, Envision and TeamHealth employ tens of thousands of physicians, most in the kinds of hospital-based specialties — like emergency medicine, radiology and anesthesiology — that can generate large surprise bills." [New York Times, [9/13/19](#)]
- **New York Times: The Proposed Legislation Was Potentially Bad For Business For TeamHealth And Envision Because It Would Ban The Practice Of Sending**

	<p>Bills To Patients When They Visit A Hospital Covered By Their Insurance Or Require Doctors To Be Paid The Median Price For The Area Rather Than A Surprise Medical Bill. “The proposed legislation, which may advance to floor votes this year, is potentially bad for business for TeamHealth and Envision. The two groups have waged many battles against insurers over what they see as low physician payments for emergency room visits. When there is no agreement with an insurer, the physicians work ‘out of network,’ and bill patients for the amount that insurance does not pay. A recent academic analysis of filings from a large commercial insurance company found that the firms, though Envision more than TeamHealth, have routinely operated outside the insurance networks of hospitals where their doctors practice. This often leads to surprise bills for patients. [...] Legislation that has passed out of the Senate Committee on Health, Education, Labor and Pensions and a similar bill that has passed in the House Energy and Commerce Committee would ban the practice of sending bills to patients when they visit a hospital covered by their insurance. In situations where the doctors fail to negotiate a price with the patient’s insurer, the bills before Congress would mean that the doctors would be paid the median price that other such doctors in the area get.” [New York Times, 9/13/19]</p>
<p>JEANNE SHAHEEN: “I’m Jeanne Shaheen and I approve this message.”</p> <p>KATHY CAVALLARO: “Jeanne Shaheen really cares about people.”</p> <p><i>O/S: Jeanne Shaheen / MAKING A DIFFERENCE / FOR NEW HAMPSHIRE</i></p>	