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ONE HUNDRED FIFTEENTH CONGRESS
Congress of the United States
House of Representatives
COMMITTEE ON ENERGY AND COMMERCE
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September 26, 2018

Mr. Michael Cartwright
Chairman and CEO
American Addiction Centers
200 Powell Place
Brentwood, TN 37027

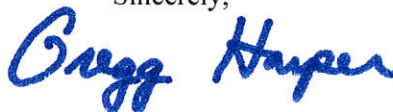
Dear Mr. Cartwright:

Thank you for appearing before the Subcommittee on Oversight and Investigations on July 24, 2018, to testify at the hearing entitled "Examining Advertising and Marketing Practices within the Substance Use Treatment Industry."

Pursuant to the Rules of the Committee on Energy and Commerce, the hearing record remains open for ten business days to permit Members to submit additional questions for the record, which are attached. To facilitate the printing of the hearing record, please respond to these questions with a transmittal letter by the close of business on Thursday, October 11, 2018. Your responses should be mailed to Ali Fulling, Legislative Clerk, Committee on Energy and Commerce, 2125 Rayburn House Office Building, Washington, DC 20515 and e-mailed in Word format to Ali.Fulling@mail.house.gov.

Thank you again for your time and effort preparing and delivering testimony before the Subcommittee.

Sincerely,



Gregg Harper
Chairman
Subcommittee on Oversight and Investigations

cc: The Honorable Diana DeGette, Ranking Member, Subcommittee on Oversight and Investigations

Attachment

Attachment—Additional Questions for the Record

The Honorable Gregg Harper

1. According to information provided to the Committee, AAC said it receives more than 40,000 calls each month. How many of those calls result in an admission to one of your facilities?
 - a. How are the majority of calls that your company receives generated (a specific website, an advertisement, etc.)?
2. Are AAC's call center employees sales representatives or do they have any clinical background?
 - a. Do they disclose that status to callers?
3. The decision to seek treatment for yourself or a loved one is a big decision, and one that many individuals make without a good understanding of the treatment options that are available or that would best meet their needs. It's a big responsibility for whomever is on the other end of the line. How are the employees that are answering the phones trained?
 - a. Do those answering the calls perform any sort of assessment of a caller's medical or treatment needs over the phone to ensure the caller can be properly treated at an AAC facility?
 - b. Do they have any formal education, certifications, or accreditation to be doing a clinical assessment and recommending or referring individuals to a treatment facility that is right for that patient?
 - c. If the employees that are answering these calls have no medical training, and in some cases no formal educational training at all, do you believe that they are qualified to be making recommendations to individuals seeking clinical treatment?
4. If a caller agrees to enroll at an AAC facility, does the caller speak with anyone with medical or treatment expertise before his or her arrival at an AAC facility?
5. Do AAC staff conduct a medical assessment of patients once they arrive at a facility?
 - a. Under what circumstances would an AAC facility turn someone away or take them to another hospital or facility?
 - b. How frequently do AAC facilities decline to enroll patients because they have medical or psychiatric conditions AAC is not able provide adequate care for?

6. How many deaths have occurred at AAC facilities? Please provide details regarding the date and facility at which these deaths occurred.
 - a. What is AAC's after-action policy for a death at one of its facilities? Is any evaluation or review of the facility required after a death? If so, were these conducted for each incident?
7. AAC told Committee staff that it closed the facility A Better Tomorrow in 2017. Why was the facility closed?
8. According to your testimony, AAC sends urine tests out to its own labs for testing and the company will "generate about \$50 for a urine sample." Please clarify whether this is the amount AAC bills per test, the amount reimbursed by insurance per test, or whether this figure refers to something else.
9. According to your testimony, 300 treatment providers who are members of the National Association of Addiction Treatment Providers either list or advertise on AAC-run websites. Can AAC provide a list of those NAATP members?
 - a. Do treatment providers have to affirmatively request their facility be listed on an AAC-run website to be included in the listings or would AAC chose to include treatment providers without their express consent?
 - b. Have any facilities or providers asked to be removed from AAC's listings? If so, have they been removed?
10. Do treatment providers have to pay to be included in AAC's listing directory?
 - a. How much does AAC charge treatment providers to be paid advertising sponsors on its websites?
11. Can AAC provide a list of websites that it currently operates under its Recovery Brands portfolio?
 - a. Do all of these websites disclose ownership or affiliation with AAC?
12. Is there anything else that you'd like to add, clarify, or correct for the record?

The Honorable Gus Bilirakis

What entity is responsible for auditing your facilities? Since opening your doors, how many times have you been audited, and is your experience unique or common in the industry?