

# Delaware Advocacy Day

## Topics Overview and Script Pointers



We have always suggested that no meeting with a lawmaker should follow a script; what you say should be tailored to your story and relationship with the lawmaker. However, with some preparation, planning, and practice, your meeting will be great!

During our 2026 Delaware Advocacy Day, we will ask legislators to require state-regulated insurance plans, including Medicaid, to cover medically necessary biomarker testing.

A few things to keep in mind:

- Remember hook, line, sinker. It is important to plan how the meeting will flow with your team. It is necessary to coordinate introductions, your story, and the ask. Practicing with your team beforehand will prepare you for a successful meeting.
- Remember to personalize your discussion. Your personal connection to cancer or Alzheimer's is not just a story; it's a powerful tool. Share your connection, whether it be a treatment breakthrough, family history, or cancer story. Explain how cancer **or** Alzheimer's has touched your life. Lawmakers and their staff hear from professional lobbyists all day, every day. Your personal connection is what sets you apart. Don't worry about reciting statistics; instead, memorize one fact you think will be persuasive and tie it to your personal experience.
- Let us know the outcome. Whether you get a yes, no, or a maybe, ACS CAN's team wants to know how your meeting went. Don't forget to use the report back form!

# Legislation Overview and Status



## Senate Bill 120

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### Bill Synopsis:

This Act, which was introduced on May 1, 2025, requires that individual, group, State employee, and public assistance insurance plans provide coverage for biomarker testing when the test is supported by medical and scientific evidence.

### Sponsors:

- Senate Lead Sponsor: Senator Spiros Mantzavinos (D) (Chair, Senate Banking, Business & Insurance Committee).
- House Lead Sponsor: Representative Bush (D) (Chair, House Economic Development/Banking/Insurance & Commerce Committee).
- Co-Sponsors: Senator Cruce, Senator Hansen, Senator Hoffner, Senator Seigfried, Senator Walsh, Senator Wilson, Representative Gorman, and Representative Morrison.

### Next steps:

- Awaiting consideration in Senate Banking, Business, Insurance & Technology Committee.
- Then the bill will proceed to the House Economic Development/Banking/Insurance & Commerce.

# Delaware 2026 Legislative Priorities



## Expand Access to Biomarker Testing

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Support Senate Bill 120, which would increase access to biomarker testing by requiring both public and private insurers to provide coverage for testing supported by scientific and medical evidence.

- Biomarker testing is the analysis of a patient's tissue, blood, or other biospecimen for the presence of a biomarker.
- For patients, biomarker testing can be life-changing. It opens the door to personalized medicine—treatments designed to target the unique characteristics of a patient's disease. This approach can mean fewer side effects, better health outcomes, a higher quality of life, and often, reduced costs.
- Insurance coverage for biomarker testing is falling behind medical progress. A 2022 analysis showed that 23% of Delawareans have plans that are more restrictive than the National Comprehensive Cancer Network (NCCN) guidelines for testing in 4 types of advanced cancers: breast, lung, melanoma, and prostate. Since 9 out of 10 providers rely on NCCN guidelines, this means patients who should be receiving biomarker testing are being left behind.
- While most current applications are in cancer, biomarker testing is increasingly important to the treatment of other diseases including arthritis, Alzheimer's, other autoimmune conditions, and rare diseases. There is research happening in many other areas including ALS, Parkinson's and more.

# Lawmaker Meetings

## Expand Access to Biomarker Testing



***Please note: this script is a framework for your conversation. Please feel free to elaborate and share your personal cancer story, and use information from the fact sheet and talking points.***

"Thank you, Representative/Senator \_\_\_\_\_, for taking the time to meet with your constituents today.

My name is \_\_\_\_\_ and I am (an ACS CAN volunteer or volunteer with the Alzheimer's Association). With me are constituents and advocates from around the state to talk about their (cancer/Alzheimer's) stories. **Briefly go around and introduce who you are and where you reside in the state.**

During this meeting, we would like to discuss:

- **Senate Bill 120, which will expand access to biomarker testing by requiring both public and private insurers to provide coverage for testing supported by medical and scientific evidence.**

Biomarker testing is the analysis of a patient's tissue, blood, or other biospecimen for the presence of a biomarker. While it's most often used in cancer care, it's also becoming important in treating conditions like arthritis, autoimmune diseases, and some rare illnesses, while showing great promise to fight diseases like Alzheimer's and ALS.

For patients, this kind of testing can be life-changing. It makes personalized medicine possible—treatments that are tailored to the individual, not just the disease. This approach can mean fewer side effects, better health outcomes, a higher quality of life, and often, lower overall costs.

The National Comprehensive Cancer Network (NCCN) has established guidelines to help doctors determine when biomarker testing is needed for cancers like breast, lung, melanoma, and prostate. These guidelines are followed by 9 out of 10 healthcare providers. Unfortunately, insurance coverage is not keeping pace with these standards. In fact, a 2022 analysis showed that 23% of Delawareans have insurance plans that are more restrictive than the NCCN guidelines, meaning many patients who could benefit from testing are being left behind.

**This is important to me because (one person will share their personal story and connect it to the importance of **accessing biomarker testing**. Keep it brief.)**

# Lawmaker Meetings

## Expand Access to Biomarker Testing (cont.)



### The ASK:

- **Will you support expanding access to biomarker testing by requiring both public and private insurers to provide coverage for the biomarker testing that patients need?**

*Wait for their answer and answer any questions as needed.*

***Remember, we want to hear a yes or no answer.***

- **If your elected official answers yes to this question, that is great! Thank him/her for their support.**
- **If your member answers no, ask why and if there is further information you can provide after the meeting. Include that information on your report-back form.**
- **If your member doesn't give a direct yes or no answer, ask for clarification.**

### Closing

We thank you for meeting with us today. We know that the Delaware legislature has lots to accomplish, but we also know there is still so much to do in the fight against cancer and Alzheimer's.

Could we take a group picture?

# EXPAND ACCESS TO BIOMARKER TESTING IN DELAWARE

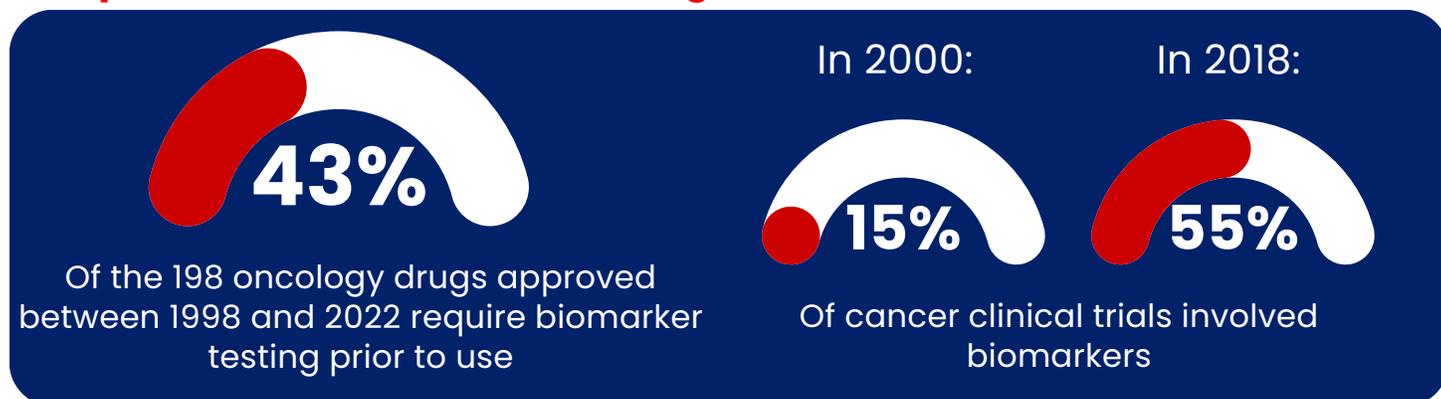
THE RIGHT TREATMENT AT THE RIGHT TIME

## What is Biomarker Testing?

**Biomarker testing is often used to help determine the best treatment for a patient.**

- It is the analysis of a patient's tissue, blood, or other biospecimen for the presence of a biomarker.
- Biomarker testing is an important step for accessing precision medicine, including targeted therapies that can lead to improved survivorship and better quality of life for cancer patients.
- While most current applications of biomarker testing are in oncology and autoimmune disease, there is research underway to benefit patients with other conditions including heart disease, Alzheimer's disease, and other neurological conditions, rare disease, infectious disease and respiratory illness.

## The Importance of Biomarker Testing



## Biomarker Testing & Health Equity

**Not all communities in Delaware are benefiting from the latest advancements in biomarker testing and precision medicine.**

- Patients who are older, Black, uninsured or Medicaid-insured, are less likely to be tested for certain guideline-indicated biomarkers.
- There are lower rates of testing in community settings versus academic medical centers.

## The Bottom Line

**Access to appropriate biomarker testing may help to achieve:**

- Better health outcomes
- Improved quality of life
- Reduced costs

**Insurance coverage for biomarker testing is failing to keep pace with innovation and advancement in treatment.**

Without action, this could increase existing disparities in health outcomes by race, ethnicity, income and geography.

**Twenty-two states have recently passed legislation to expand coverage of comprehensive biomarker testing.**

