

**EAST LYME BOARD OF FINANCE  
REGULAR MEETING MINUTES  
Wednesday, DECEMBER 10th, 2014**

Members in Attendance: Steve Harney, Chairman  
Lisa Picarazzi, Secretary  
Camille Alberti  
Steve Carpenteri  
Beth Hogan  
Steve Kelley

FILED IN EAST LYME  
CONNECTICUT  
DEC 15 2014 AT 2:30 AM PM  
*Camille Alberti*  
EAST LYME TOWN CLERK

Also In Attendance: Paul Formica, First Selectman  
Jessica Ricks, Care Here National Key Account Manager  
Anna Johnson, Finance Director

Absent: No One

**A. Call Meeting to Order**

Chairman Kelley called this Regular Meeting of the East Lyme Board of Finance to order at 7:03 PM.

**B. Pledge of Allegiance**

The Pledge was observed.

Mr. Kelley said that he would turn the Chairing of the meeting over to Mr. Formica for the Election of Officers.

**C. Board of Finance Election of Officers**

**▪ Chairman**

Mr. Formica said that he would take nominations for the position of Chairman of the Board of Finance for 2015.

**\*\*MOTION (1)**

Ms. Alberti nominated Mr. Harney for the position of Chairman of the Board of Finance for 2015.

Ms. Picarazzi seconded the motion.

Mr. Formica asked if there were any other nominations –

Hearing none –

He called for a vote on the nomination -

**Vote: 6 – 0 – 0. Motion passed.**

Mr. Formica congratulated Mr. Harney and turned the meeting over to him.

Mr. Harney thanked everyone.

**▪ Secretary**

Mr. Harney called for nominations for the position of Secretary of the Board of Finance for 2015.

**\*\*MOTION (2)**

Ms. Hogan nominated Ms. Picarazzi for the position of Secretary of the Board of Finance for 2015.

Mr. Kelley seconded the motion.

Mr. Harney asked if there were any other nominations –

Hearing none –

Mr. Harney called for a vote on the nomination -

**Vote: 6 – 0 – 0. Motion passed.**

Mr. Harney congratulated Ms. Picarazzi.

## **D. Delegations**

Mr. Kelley called for Delegations.

Judy Deeb, 5 Anchorage Road said that she was speaking on behalf of the East Lyme Teacher Association at Lillie B. Haynes School as they have held meetings to canvas staff as to their thoughts concerning the proposed Town clinic. She said that an overwhelming majority have been vocal expressing that they would NOT use the clinic. She cited items such as: they would rather see their own physicians, hours of operation, qualifications of the physicians, use of our tax dollars and staff that does not live in Town would not use it however the Town would pay the \$29 per employee per month as a management fee regardless of how many used it.

Mr. Formica submitted the letter to the Board of Finance members that was submitted by Ms. Deeb.  
(Attached at end of minutes)

John Cesario, 15 Darrows Ridge Road said that he wanted to speak regarding the New England National litigation that is and has been going on as the Board of Finance will have to deal with it at some point in the future. He said that although he has been critical of Mr. Formica that it actually goes way back and predates his time in office. He synopsised the events that he had researched (not submitted) noting that six years ago the Town and NE National signed a compromise agreement but in 2010 the developer claimed in a court proceeding that the Town did not uphold all of the terms of the agreement. Later the developer filed another complaint on other issues; some involving the Town not supervising some of its employees. Part of the proceeding has been dismissed while others have been referred. He said that Attorney Block was instrumental in writing the agreement. He said that it is a fascinating litigation and that the Town should pay attention to it as there is the potential that it could cost us.

Mark Nickerson, 15 Jean Drive said that he wanted to thank Steve Kelley for his years of service to the Town and as the Board of Finance Chairman and as a member. He also congratulated Mr. Hamey.

## **E. Approval of Minutes**

### **▪ Regular Meeting - Wednesday, November 12, 2014**

Mr. Hamey called for a motion for approval or any changes to the Board of Finance Regular Meeting Minutes of November 12, 2014.

### **\*\*MOTION (3)**

Ms. Hogan moved to approve the Board of Finance Regular Meeting Minutes of November 12, 2014 as presented.

Ms. Picarazzi seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

## **F. Reports**

### **◆ First Selectman**

Mr. Formica said that there are obviously two sides in any litigation. They are headed to mediation this coming Friday for this event with two members from the Board of Finance and two members from the Board of Selectmen. He said that many of the numbers mentioned are not accurate.

Ms. Hogan asked how the two members were chosen from the Boards as she was not aware of the upcoming mediation.

Mr. Formica said that he chose Steve Kelley, the Chair from the Board of Finance and Steve Carpenteri as he represents the other party. From the Board of Selectmen he chose Mr. Nickerson and Ms. Hardy and he also would be attending. He said that he made the call as he had to pick and was told there was a limit on the people who could attend. He noted that it is a non-binding mediation.

Ms. Hogan said that in going to the Bridgeport Federal Court that she thinks that they will be there the entire day.

Mr. Formica said that if anything comes out of this that they would certainly involve the Board of Finance. Further, if they would like to make arrangements for someone else to go, then they could as he did not mean to offend anyone.

Mr. Harney indicated that the information that he had heard was that everyone from the both boards could go.

Ms. Hogan said that her concern was that they would have to make some type of decision. Mr. Formica said that they would not be there in the capacity to make any decisions but to bring the information back and present it to the boards and follow the procedure.

Ms. Alberti said that she was looking to be brought into the process earlier as it is a lot of information to digest. She also thinks that they should find out how many of them want to go.

Mr. Formica said that if they have four people who want to go – then they have a quorum and it would probably necessitate filing an agenda and that is probably the reason why he was asked to take two. He said that he could ask the Judge, mediator etc. and get back to them and let them know. If so, they can go

Mr. Formica said that this will be the final Board of Finance meeting that he will attend as First Selectman. He thanked everyone and said that he enjoyed working with them and feels that they have crafted budgets that have moved the Town forward over the years. He also thanked Ms. Johnson for her work over the years; and said that he would miss working with them but is also excited for his new opportunity.

Ms. Hogan thanked him for his leadership and service to the Town and the Board members echoed her sentiments.

◆ **Finance Director**

Ms. Johnson said that she had provided them with a copy of her report in their packets.

Ms. Picarazzi asked her if there were any areas of concern.

Ms. Johnson said that they are taking a hit on unemployment compensation and will have to transfer money from contingency to cover it. Also, Mr. Bragaw has indicated that they could be \$7000 - \$8000 short in heating for the year.

Mr. Kelley asked what the shortfall figure in unemployment was.

Ms. Johnson said that it is over \$10,000 – the last few years it was low but they currently have a person on the books.

**G. New Business**

**a. Establish Sub-committee to Review Tax Breaks for the Elderly**

Mr. Harney asked Mr. Kelley about this.

Mr. Kelley said that he has thought about this for a long time and that Ms. Hogan was also involved with it. He said that there would need to be some parameters such as – for example – being over 75 years of age and having been in your home for at least five years; the taxes that you pay would be the maximum that you pay as long as you live there.

Ms. Hogan said that they should look at the charge – what is being mentioned is something that could be brought to the subcommittee for review and study.

Mr. Harney asked how many members they would want on the subcommittee.

Mr. Kelley said that two to three would be fine.

Mr. Harney asked for volunteers for the Subcommittee to Review Tax Breaks for the Elderly.

Mr. Kelley, Ms. Hogan and Mr. Carpenteri volunteered for the subcommittee.

## **H. Old Business**

### **a. Special Appropriation – Up to \$505,717 Care Here Clinic – Presentation by Care Here Representative**

Mr. Formica said that Jessica Ricks, National Key Account Manager for Care Here Clinic was here this evening from Nashville. He noted that there was an error on the survey that was sent out with the hours and that the hours were incorrect and wellness hours will certainly be more amenable to the employees. With respect to the surveys – 56 of the 73 surveys returned indicated that they would use the clinic. He said that he asked Care Here to come here as he thinks that it is a wonderful opportunity for the Town and that this will be a great saving off our self insurance. He noted that Sonja Kaminski, Broker from Brown & Brown is also here this evening.

He then introduced Jessica Ricks, National Key Account Manager with Care Here for her presentation. Ms. Ricks said that she has been with Care Here for four years and they are busier than ever now. She thinks that what is going on in the health care field has made the clinics more desirable as the access to them is easier. They recruit all of their providers from the local community and January 2015 will mark their 11<sup>th</sup> anniversary. Most of their groups are in the public sector and they have 850 employees. They are a private company. She explained that the payment system is based on codes and that staffing, equipment and supplies are provided at no mark-up. There is a substantial savings on lab work as it is done through a national lab.

Hours are based on past history with 20 minute appointments and no double booking. Those on an HSA have a small co-pay. They have found that a substantial number of people coming into the clinic do not have a primary care provider. The providers are recruited from the community and all are working in private practice somewhere. She said that they like to look at those most used by the employees and reach out to them first for the clinic. It is patient centered healthcare and pretty much everything that can be done at a primary care facility can be done at the clinic. They use lab-core for the lab work and they have a 24/7 nurse line. Appointments are scheduled on line and they can see what provider is on staff and when. They will work with the employee population to set up the hours.

There is a per month, per employee fee and there is no incentive to staff for unnecessary hours. The invoices that they will receive will show how many hours are used and the actual costs from all sources used as there are no mark-up fees. Primary care works in conjunction with wellness and case management.

Ms. Ricks utilized an on-screen presentation to go over cost savings. (Copy Attached) She said that the Return on Investment is the market shift. There are performance guarantees as it is important to them that they put their money where their mouth is. They will provide this in writing. Further all marketing is included in the fee there is no extra charge. They want the program to be successful. After two years 85% of their patients named the Care Here provider as their primary care provider. The pricing model is transparent – items are always at cost. The \$29/person stays the same for the life of the contract. She said that she would be happy to answer any questions that they might have.

Ms. Picarazzi asked about the pool that the doctors are chosen from as the pool locally has dwindled quite a bit.

Ms. Ricks said that the pool has constricted but typically they would have doctors here as they are needed in CT to dispense medications. Most of the doctors will not leave their private practices totally. The typical primary care provider will make more in the Care Here model with less stress. While the market has tightened they have been successful. There would be an MD on staff and nurse support for all the hours that the clinic is open. There would be two people at all times and a few nurse hours for stocking, etc.

Ms. Picarazzi asked about an administrative person.

Ms. Ricks said that there is no need for it as everything is done on-line. Labels are printed out easily and quickly and the nurse first greets the patient so there is no need for an administrative person.

Ms. Picarazzi asked if the fee of \$29 per person per month is regardless of the number of dependents.

Ms. Ricks said yes.

Ms. Picarazzi asked if the 2155 appointments, the number they used for East Lyme included some specialist appointments.

Ms. Ricks said that it does include some specialists.

Ms. Hogan asked how long the contract is good for and if they signed for four (4) years if there is any provision in it to change if circumstances do not work out.

Ms. Ricks said there is language in it and that could be provided to them.

Ms. Picarazzi asked if the number of hours that the clinic is open is increased how that would affect the fee.

Ms. Hogan said that she thought that it would go up by the number of hours and asked if the \$29 per employee per month is paid on the total number of employees regardless of how many use it.

Ms. Ricks said yes.

Mr. Carpenteri asked if they have had clinics that have opened and have failed.

Ms. Ricks said that they have always met their performance projection agreement and that the percentages projected for East Lyme are unusually low. That being said, there have been a few that have failed.

Mr. Carpenteri asked why they failed.

Ms. Ricks said that one company became insolvent – something that was not due to the health care. She noted that the quality of care that they provide is exceptional and their patients are paramount in importance.

Ms. Hogan asked about the health assessments and if they would ask all 496 people to do it.

Ms. Ricks said that it is not mandatory – they would counsel on best management practices.

Ms. Hogan asked how they would calculate the 'total time away from work savings'.

Ms. Ricks said that is a standard formula and that they would welcome their input to fine tune it. It is based on a number of averages.

Ms. Hogan asked what if the \$35,000 to outfit the exam room is exceeded.

Ms. Ricks said that she did not expect that it would be however if that were the case, they would have to come back to them here to approve and authorize payment of the cost. She said that she would be happy to provide the pricing sheets as the items are not bought in CT; they are from a national supplier that they deal with.

Mr. Formica said that he was also asked at the last meeting to get a competitive quote and he has a meeting on December 23, 2014 to get a competitive quote from a local hospital.

Mr. Kelley said that if they get that quote and the final results of the survey – rather than waiting for the January meeting packets he would like to receive that information earlier so that he could review it.

Ms. Alberti said that she has had a good month to review the information and to speak to employees and residents of the Town on how they feel about this. As such, she said that she would like to move the motion and have them vote on this tonight.

#### **\*\*MOTION (4)**

Ms. Alberti moved the special appropriation of up to the amount of \$505,717 from the Health Insurance Fund for year one of a Care Here Clinic operation. This is to include operations, supplies, rent, utilities and facility build out.

Ms. Hogan seconded the motion.

Ms. Hogan thanked Ms. Ricks for the great information that she presented. She said that she is looking closely at it and has spoken to many people and the taxpayers have said that they feel that they should not have to pay the fee when it is not used; she has also heard from local caregivers that they felt that they should have been asked if they were interested in doing this. As such, she said that she is prepared to vote no without prejudice as it is not just L & M Hospital but other doctors who, while they may not be competitive, were not approached on this.

Ms. Ricks said that the mathematical numbers should be transparent. She added that she could understand the taxpayer argument.

Ms. Picarazzi said that one of the things that she sees here is that the demographics are different. While there are 180 clinics it is too soon for here – if there were more in the Northeast – perhaps.

Ms. Alberti said that being 'first' just does not sway her. She is not convinced that it is appropriate for the Town to take this on at this time.

Mr. Kelley said that he was not prepared to vote tonight as he would like to see more information – however he will vote yes.

Mr. Carpenteri agreed with Mr. Kelley and said that he would vote yes also.

Mr. Harney thanked Ms. Ricks for a great presentation and called for a vote on the motion to approve the special appropriation.

**Vote: 2 – 4 – 0. Motion failed.**

For: Mr. Carpenteri, Mr. Kelley

Against: Ms. Alberti, Mr. Harney, Ms. Hogan, Ms. Picarazzi

### **I. Public Discussion**

Mr. Harney called for Public Discussion.

There was no public discussion.

### **J. Board Comments**

Mr. Harney asked if anyone had any comments.

Ms. Picarazzi thanked Mr. Kelley for his Chairmanship and wished Mr. Formica the greatest of luck at the State level.

The Board members echoed Ms. Picarazzi's comments.

Mr. Formica thanked them for the opportunity to bring this new item before them and said that he had also spoken with Attorney Block during the presentation about the NE National event this coming Friday and Attorney Block indicated that he thought that if any of them wanted to go that they could.

Ms. Hogan said that she could not attend.

### **K. Adjournment**

Mr. Harney called for a motion to adjourn.

#### **\*\*MOTION (5)**

Mr. Kelley moved to adjourn this Regular Meeting of the East Lyme Board of Finance at 9:18 PM.

Ms. Picarazzi seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

Respectfully submitted,

Karen Zmitruk,  
Recording Secretary

Wednesday, December 10, 2014

Dear Finance Board Members,

As the East Lyme Teacher Association Representatives at Lillie B. Haynes School we have held meetings to canvas the staff as to their thoughts concerning the proposed town clinic. An overwhelming majority have been very vocal expressing that they would NOT use the clinic! We have filled out the survey sent to us by Dr. Lombardo regarding our opinions about having a town clinic. The specific reasons for not using the clinic are stated on those surveys. The most compelling reasons are as follows:

1. We would rather see or own physicians for ourselves and family members as they know our medical histories.
2. The hours of operation are too limited for school staff. We are all employed between the hours of 8 A.M. and 4 P.M.
3. How well qualified are these physicians? Are they Board Certified.
4. Educators who are also town taxpayers are concerned that this will not be good use of our tax dollars with so many people not willing, or able to use the clinic. Thus many of our tax dollars which could be used for the betterment of education would be wasted, \$505,717 is a lot of money!
5. Our staff members who do not live in town would not drive back to East Lyme when they, or their children are ill to use the clinic.

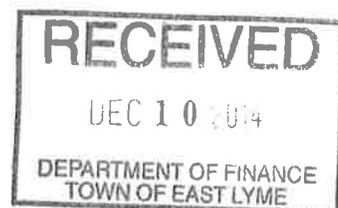
Therefore we are asking you to consider voting against adopting this clinic.

Thank you for your consideration.

Sincerely,

Judy Deeb

Julie Kuja



*Attachment - submitted 12/10/14 BOT mts.*

Proposed By:

**Care** Here!

**On-Site Medical Clinic**

# **East Lyme Town & Board of Education**

## **Cost and Savings Analysis**

**January 22, 2014**

*Attachment  
Presented 12/10/14 BOT Mtg. by Care-Here*

# East Lyme Town & Board of Education

## CareHere! On-Site Clinic Projections

### Executive Summary

#### CareHere Estimated Clinic Expenses

Medical and Wellness Cost Analysis	
MD/NP/RN (Pass-Through)	\$ 138,479
Pharmaceutical Cost	\$ 88,235
Laboratory/Pathology (Pass-Through)	\$ 19,395
Program Savings Engine	\$ 172,608
Clinic Set-Up Estimate: Equipment and Supplies (Pass-Through)	\$ 35,000
Health Risk Assessment	Included
Wellness Coaches	Included
Electronic Medical Records (EMR)	Included
185 Wellness Programs	Included
<b>Total Medical Cost Year One:</b>	<b>\$ 453,717</b>

#### CareHere Clinic Projected Savings

Year One Savings Detail	
Medical Savings	\$ 237,820
Pharmaceutical Savings	\$ 88,235
PEPM Cost	\$ (172,608)
Productivity Savings	\$ 107,750
Clinic Set-Up Estimate	\$ (35,000)
<b>Total Savings</b>	<b>\$ 226,198</b>

Accumulative Savings (Productivity Savings Included)	
Accumulative Savings Year 1	\$ 226,198
Accumulative Savings Year 3	\$ 1,261,601
Accumulative Savings Year 5	\$ 3,334,186

\*The productivity savings is only applied to year one.



Updated:  
Proposal effective until:

January 22, 2014  
April 22, 2014

**East Lyme Town & Board of Education  
Year One Clinic Operation: Cost and Savings Analysis**

<b>Clinic Operation Year 1</b>		<b>Unit Cost</b>	
<b>Total Employees On Medical Plan</b>	496		
<b>Clinic Operations</b>		<b>Weekly Staff Hours</b>	
Clinic Visits - Annual Total	2,155	Physician	16
Average Time With Provider (minutes)	20	Nurse	16
Clinic Medical Provider Hours Per Week:	16	Nurse (PCMH)	1.6

<b>Cost and Savings Year 1</b>		<b>Marketplace Cost</b>	<b>CareHere Cost</b>	<b>Savings With CareHere</b>
<b>Marketplace Visit Cost</b>				
Current Year Cost/Visit	\$ 176.55			
Cost/Visit Next Year	\$ 183.62	\$ 395,694		
<b>Staffing Cost</b>				
Doctor Cost	\$ 135		\$ 107,750	
Nurse Cost	\$ 35		\$ 27,935	
Nurse (Patient-Centered Medical Home Coordination)	\$ 35		\$ 2,794	
Malpractice Insurance - Annually			Included	
<b>Lab/Supplies Estimate Per Visit</b>	\$ 9.00		\$ 19,395	
		\$ 395,694	\$ 157,874	\$ 237,820
<b>Pharmaceuticals</b>				
Pharmacy Impact - Marketplace Cost	15%	\$ 176,470		
Pharmacy Discount - CareHere Cost	50%		\$ 88,235	
		\$ 176,470	\$ 88,235	\$ 88,235
<b>Program Savings Engine (PEPM):</b>	\$ 29		\$ 172,608	
<b>Clinic Set-up (Non-Recurring Expense)</b>			\$ 35,000	
<small>(Assumes 2 Exam Rooms. Each Additional exam room will require an additional \$10,000.)</small>				
<b>Total Medical Savings (Cost) for Year One: (Before Productivity Savings)</b>		\$ 572,164	\$ 453,717	\$ 118,448
<b>Total Time Away From Work Savings</b>			\$ (107,750)	
<b>Total Savings (Cost) for Year One:</b>		\$ 572,164	\$ 345,967	\$ 226,198
		<b>Marketplace Cost</b>	<b>CareHere Cost</b>	<b>Savings With CareHere</b>

Proposed By:



## East Lyme Town & Board of Education

### Health and Wellness Center - Cost Analysis

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Estimated Medical Provider Staffing:</b>	\$ 138,479	\$ 144,018	\$ 149,779	\$ 155,770	\$ 162,000
<b>Total Estimated Pharmaceutical Cost:</b>	\$ 88,235	\$ 97,059	\$ 106,765	\$ 117,441	\$ 129,185
<b>Labs and Supplies:</b>	\$ 19,395	\$ 20,171	\$ 20,978	\$ 21,817	\$ 22,689
<b>Clinic Set-Up Estimate: Equipment and Supplies</b>	\$ 35,000				

**Program Savings Engine:**

Wellness Coaches	Pharmacist	Support Services:	Medical & Health Services
CareHere Staffing Director of Clinical Operations Care Coordinator/Case Manager Accounting Training	Clinic Staff Management Clinic Staff Recruitment Medical Provider Recruitment Medical Malpractice Insurance	24/7 Call-Center 1-800 Customer Support Education Tools Marketing Information Technology Support HRA Employee Events	Primary Care Acute Care Episodic Care Patient Medication Adherence Pharmaceutical Dispensary Mail Order Medication Immunizations Sports Physicals Plan of Care Compliance
Technology		Wellness	Clinical Outcome Services
EMR CareHere Connect Information Technology Online Appointment Scheduler Smartphone Application EMR Access and Integration with Outside Specialist/PCP/ER	Case Management Weight Management Hypertension Management Addiction Intervention Pre-Diabetes Management Lipid Management Stress Management Health Risk Assessment/Biometric Screenings	Nutritional Counseling Plan of Care Compliance Mental Health Management Disease Management Tobacco Cessation Exercise Adherence Cardiovascular Risk Reduction	Self-Care Education Tools Reporting Purchasing Coordination Clinic Inventory Management Patient Survey Feedback Clinic Best Practices Sharing Integration of Services ROI Analysis Budget Adherence

**Projected Total:** 496 Employees at \$29 Per Employee Per Month (PEPM):  
 Program Savings Engine Total: \$ 172,608 \$ 172,608 \$ 172,608 \$ 172,608 \$ 172,608

Year 1	Year 2	Year 3	Year 4	Year 5
\$ 453,717	\$ 433,855	\$ 450,129	\$ 467,636	\$ 486,483

1. Staffing assumes a 4% annual increase to account for market trends. The staffing cost is 100% pass-through, so if the trend remains flat, then there will be no requirement to pay for staffing at an increasing rate.  
 2. Pharmacy / Dispensary is a 100% pass-through cost. Assumes a 10% annual increase to account for market trends.  
 3. Labs and Supplies are a 100% pass-through cost. Assumes a 4% annual increase to account for market trends.  
 \* CareHere provides a health risk assessment (28 panel biometric screening) to all employees. HRAs are provided at no additional charge.

Powered By:



## East Lyme Town & Board of Education ESTIMATED RETURN ON INVESTMENT

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Total
<b>Employee Total</b>	496	496	496	496	496	
<b>Visits</b>	2,155	2,155	2,155	2,155	2,155	
Medical Claims Savings	\$ 237,820	\$ 247,333	\$ 257,226	\$ 267,515	\$ 278,216	\$ 1,288,111
Pharmaceutical Savings	\$ 88,235	\$ 97,059	\$ 106,765	\$ 117,441	\$ 129,185	\$ 538,685
Productivity Savings	\$ 107,750					\$ 107,750
Wellness/Case Management/Health Risk Assessments Savings		\$ 221,305	\$ 450,932	\$ 689,162	\$ 936,281	\$ 2,297,680
PEPM Cost	\$ (172,608)	\$ (172,608)	\$ (172,608)	\$ (172,608)	\$ (172,608)	\$ (863,040)
Clinic Set-Up Estimate: Equipment and Supplies	\$ (35,000)					\$ (35,000)
<b>Annual Savings Through CareHere</b>	\$ 226,198	\$ 393,088	\$ 642,315	\$ 901,511	\$ 1,171,074	\$ 3,334,186
<b>Market Place Annual Cost</b>	\$ 679,914	\$ 826,944	\$ 1,092,444	\$ 1,369,146	\$ 1,657,557	\$ 5,626,006
<b>Annual Total Cost</b>	\$ 453,717	\$ 433,855	\$ 450,129	\$ 467,636	\$ 486,483	\$ 2,291,820
<b>Estimated Return on Investment Ratio:</b>	\$ 1 to \$ 1.50	\$ 1 to \$ 1.91	\$ 1 to \$ 2.43	\$ 1 to \$ 2.93	\$ 1 to \$ 3.41	\$ 1 to \$ 2.45
<b>Accumulative Savings Year 1:</b>	\$ 226,198					
<b>Accumulative Savings Year 3:</b>	\$ 1,261,601					
<b>Accumulative Savings Year 5:</b>	\$ 3,334,186					

# Medical Data Collection



## East Lyme Town & Board of Education

The data you are providing below includes costs for the health plan year ending on (mm/dd/yy):

9/30/2013

Enter the total number of months included in the current year data below:

12

Add Notes for exceptions, comments, etc.

	Year Ending September-13	Year Ending September-12	Year Ending September-11	Notes
<b>Total Medical costs should include All Medical, Drug, Work Comp (if applicable)</b>				
<b>Total Medical (as given):</b>				
<b>Annualized Total Medical Costs:</b>	\$5,760,600	\$ 5,675,609	\$ 588,591	
<b>Prescription Costs (as given):</b>				
<b>Breakout of Prescription Costs:</b>	\$ 1,069,518	\$ 1,106,235		
<b>Prescription Costs PEPY:</b>	\$ 2,156	#DIV/0!	#DIV/0!	
<b>% of Total Medical Claims:</b>	18.6%	19.5%	0.0%	
<b>Primary Care costs should include Dr/Office visit, Diagnostic &amp; Lab (DXL), ER visits, Prevention</b>				
<b>Primary Care Costs (as given):</b>	\$ -			
<b>Annualized Primary Care Costs:</b>	\$ 760,950			
<b>% of Total Medical Claims:</b>	13.2%	0.0%	0.0%	
<b>Primary Care Office Visits (as given):</b>				
<b>Annualized Primary Care Office Visits:</b>	4,310			
<b>Average Primary Care Office Visit Cost:</b>	\$ 176.55	\$ -	\$ -	
	Year Ending September-13	Year Ending September-12	Year Ending September-11	
<b>Total Number of Employees with Medical Benefits:</b>	496			
<b>Total Number of Members on the Medical Plan:</b>				
<b>Total Medical Costs PEPY:</b>	\$ 11,614	\$ -	\$ -	
<b>% Increase YoY</b>	0.0%	0.0%		
	Year Ending September-14			
<b>Planned number of Employees for next year:</b>	496			
<b>Planned number of Retirees for next year:</b>				
<b>or expected % Increase/decrease:</b>	0%			
<b>Average hourly wage per employee:</b>	\$20.00			

Should census vary more than 10% in a 12-month period, this Projection is subject to revision

### Proposal Assumptions

Total Health Plan % Annual Increase:	4%	Estimated Avg Office Visit:	\$ 176.55
Primary Care % Annual Increase:	4%		
Prescriptions % Annual Increase:	10%		
% of Prescriptions CareHere will dispense:	15%	at a 50% impact.	
Medical Provider Mix:	Doctors 100%	Physician Extender (NP/PA)	0%



## Features and Services

<b>Long Term Prevention Program</b>	
Population Health Management	Programs designed specifically to target the chronic areas (obesity, diabetes, high blood pressure, etc.)
Disease/Case Management	CareHere proactively assigns a coach to help those employees with the greatest need
LabInsight Health Risk Assessments (included for each employee)	CareHere has developed its own HRA program, which includes a 28 panel bio screening
Self-Care Education Tools	Available in a variety of communication channels including print material, website, coaches emails, webinars, phone application, newsletters, etc.
Integrated Service	Every service provided by CareHere works together to provide the optimal experience for the patient and the highest success rate for the employer. The integrated services include, but are not limited to: primary care, acute care, case/disease management, and wellness.
Comprehensive Health Education Training	Including but not limited to:
	- Weight Management
	- Diabetes Management
	- Lipid Management
	- Smoking Cessation
	- Plan of Care Compliance
	- Exercise Adherence
	- Hypertension Management
	- Stress Management
	- Mental Health Management
	- Pre-Diabetes Management
- Cardiovascular Risk Reduction	
- Addiction Intervention	
- Medication Adherence	
Patient Accountability	
Promotions/Incentives	Wellness promotions are conducted periodically to re-energize and re-training the patients to become more involved and take the appropriate steps toward leading a healthier lifestyle. In addition, as the patients complete tasks using the wellness software, reward points are received in which the patient can use to redeem gifts.



## Features and Services

<b>Program Enablers and Infrastructure</b>	
800 Customer Support	CareHere provides this 800 Customer Support (24/7) for online appointment scheduling, troubleshooting online appointment scheduling, and a nurse hotline.
Online Scheduling System	Majority of the appointments are scheduled online by the patient themselves, via a secure online Appointment Scheduler. After enrolling as a CareHere patient, to schedule an appointment is only clicks away.
Online Medical Management & Tracking System	CareHere developed its own EMR system, which documents all patient activity within or outside of the Clinic.
Clinic Best Practices Sharing	The successful techniques, methods, and processes revealed at one CareHere clinic can easily be implemented to all CareHere Clinics.
Clinic Inventory Management (supplies, medications, etc.)	As part of the audit process conducted by the DCO, it is a requirement that the clinical staff complete a thorough inventory check once per month. Any expired medications or supplies are appropriately disposed of.
Physician Recruiting	CareHere identifies this as one of the most important task when implementing a clinic. Success is directly related to the quality of the medical personnel. Their personality and interaction with the patient is what drives the patient to go back and utilize the clinic. Also, the willingness to reinvent the care delivery process through evidence based medicine, patient motivation, study of health outcomes, and data analysis.
Staff Management	Clinical Quality Improvement (CQI) is a program integrating both physician and ancillary staff actions to provide quality healthcare. It establishes a framework for continuously improving patient care and services by encouragement. This promotes the staff to work individually and as a team, and also eliminates any barriers that affect the quality of care.
Annual Analysis, Trends, Reporting & Survey Results	Management Reports are provided by CareHere showing financials, clinic utilization, population health status, HRA participation, patient satisfaction, and all other ad hoc reports. Also, the following reports can be provided that include medication, lab, procedure, diagnosis, provider, and wellness results.