

**EAST LYME BOARD OF FINANCE
REGULAR MEETING MINUTES
Wednesday, NOVEMBER 12th, 2014**

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

FILED IN EAST LYME
CONNECTICUT
NOV 17 2014 AT 10:05 AM/PM
Bridget J. Formica ATC
EAST LYME TOWN CLERK

Also In Attendance: Paul Formica, First Selectman
Jessica Ricks, Care Here National Account Manager (by phone)
Anna Johnson, Finance Director
Wm. Scheer, Asst. Public Works 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 7:02 PM.

B. Pledge of Allegiance

The Pledge was observed.

C. Delegations

Mr. Kelley called for Delegations.

Karen Rak, 27 Black Point Road said that she was present to speak on the Care Here Clinic item on the agenda. She said that it is doubtful that the projections will be realized as they are based on everyone utilizing it. She added that she thinks that there is also an issue with confidentiality with the physician being hired by the Town.

D. Approval of Minutes

▪ **Special Meeting - Wednesday, October 8, 2014**

Mr. Kelley called for a motion for approval or any changes to the Board of Finance Special Meeting Minutes of October 8, 2014.

****MOTION (1)**

Ms. Hogan moved to approve the Board of Finance Special Meeting Minutes of October 8, 2014 as presented.

Mr. Carpenteri seconded the motion.

Vote: 4 – 0 – 2. Motion passed.

Abstained: Ms. Alberti, Mr. Kelley

E. Reports

◆ **First Selectman**

Mr. Formica reported on the following:

- The Mostoway Road project has been completed and paved and is in use.
- He has heard from Dominion that they were awarded two (2) grants which they are thankful for – one for \$25,000 for a new Animal Control van and one for \$5000 for the Light Parade
- They signed off on a new three (3) year Police contract and they are also working on some details on the potential for some of the officers to retire.
- Planning grants are being worked on and they are also looking into a train stop in Niantic.

- The CIP Committee meetings are starting up again.
- The tennis courts will be paved tomorrow.

Ms. Picarazzi asked about the progress on the Boardwalk.

Mr. Formica said that they have some 300-400 feet done and that they will continue working through the winter putting in the panels.

◆ Finance Director

Ms. Johnson said that she had provided them with a copy of her report and reviewed the highlights. She noted that they received their first ECS installment in October.

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

Ms. Johnson said that they will be watching the heating accounts; they are also still working out the telephone accounts and looking to cut down on minutes. There is also the unemployment compensation issue that has to be worked out.

Mr. Kelley asked if she thinks that the heating oil contract will go over.

Ms. Johnson said that they will be watching it. She noted that she will be meeting with Mr. Bragaw to go over all of this.

Ms. Alberti said that she would be concerned with the vendor as they should get three bids rather than to just use the same person.

Mr. Formica noted that the oil is coming from the largest supplier in Town and that a lot of the smaller companies fill from him.

Ms. Alberti said that was her concern as it would be prudent to get other bids as sometimes people get too comfortable.

F. New Business

Mr. Kelley asked that they switch items a. and b. around under New Business as the Care Here Clinic item will take more time.

The Board agreed that they should switch the items around.

a. Reallocation of Capital funds – ELCC Painting

Mr. Formica explained that this had to do with the painting that was done at the Community Center.

**MOTION (2)

Ms. Picarazzi moved to approve the re-allocation of \$742.00 in account 01-70-724-700-403 (Town-CIP) to painting the ELCC Exterior, from as follows: \$207 from the Sprinkler Systems Project and \$535 from the ELCC Parking Fixtures Project.

Ms. Alberti seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

b. Special Appropriation – Up to \$505,717 Care Here Clinic

Mr. Formica contacted Jessica Ricks, National Account Manager for Care Here Clinic by phone and put her on speaker phone to address the Board and answer any questions that they might have.

Mr. Formica explained that Ms. Ricks has been out here and made a presentation to the Board of Selectmen. He also said that he started this research in January and toured the Care Here facility in Tennessee and went to many meetings on it. He explained that the Town is self-insured so we pay the costs. This system manages healthcare and down the road should reduce our costs in what is a volatile healthcare market. They are not looking to replace Aetna or any specialists that people see but rather to provide a segment of the services. This model is meant to be more consumer friendly and would be operated by Care Here and overseen by the Town. Patients would have 20 minutes with a doctor and doctors are chosen by the Town with the help of Care Here. This is an optional opportunity for employees with no waiting. People would choose to participate in this and there would be three (3) 20 minutes appointments per hour. The

number of hours that it would be open would depend upon the use. Blood tests could be done here and about 60% of the generic drugs could be dispensed here with no co-pay to the employees. He said that we will pay some \$700,000 out of our healthcare fund for claims this year and that the affordable care act will introduce other challenges. This is a new concept that is being used in many other states.

Ms. Ricks said that they do see it as a win-win as the employees save on costs on blood tests, medication and save time as there is no waiting. They have 180 of these clinics in operation throughout the country and they have been incredibly successful.

Mr. Kelley asked that they put a motion on the floor for discussion –

****MOTION (3)**

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

Mr. Hamey seconded the motion for the purpose of discussion.

Ms. Alberti asked how long Care Here has been in business.

Ms. Ricks said that they are a private company and that in 2015 they will be in business 11 years.

Ms. Alberti asked with 180 clinics how many people are enrolled.

Ms. Ricks said that there are 100,000 employee-wise and 250,000 total. They are comprised of 70% from the public sector and 30% from the private sector.

Ms. Picarazzi asked if there are any in the Northeast.

Ms. Ricks said that Maryland and Pennsylvania are the closest facilities.

Ms. Picarazzi asked how we became acquainted with Care Here.

Mr. Formica said that information on them came from our insurance broker and the work that he and Ms. Johnson did in trying to curb healthcare costs. He said that he went to Tennessee to investigate and that we would be the first in Connecticut and that many more would follow.

Mr. Hamey asked how many surrounding Towns are self-insured.

Mr. Formica said that Waterford is self-insured; Saybrook is fully insured and Stonington has also expressed interest.

Ms. Picarazzi asked that he define 'self-insured'.

Mr. Formica explained that we are self-insured up to a \$125,000 value; we re-insure for amounts over that and the premium is paid per year. He said that this money is coming out of the healthcare fund and not the general fund. Care Here would get a fee per employee to manage this.

Ms. Picarazzi asked if the Town pays to outfit the office.

Mr. Formica said that there is a \$35,000 fee for the total outfitting of the office including equipment.

Ms. Picarazzi asked why the Town pays for this and not Care Here.

Mr. Formica said it is because Care Here is managing the clinics and we would reap the savings.

Ms. Alberti asked if the doctor and nurse are employees of Care Here or the Town.

Ms. Ricks said that they are employees of Care Here and are hired and paid by them.

Ms. Alberti said that savings are going to be realized based on the premise that people will use it – what are the savings to the participants?

Mr. Formica said that they do not have to pay co-pays and if they use the generic drugs given out at the clinic there is no cost. If they have a blood test at the clinic they would not have to pay for it. He noted that due to IRS laws that there may be a small deductible for those on the HSA program.

Mr. Hamey asked how many different insurance programs we have now and at what rate structure.

Mr. Formica said that there are 8 unions but he has worked over the years to bring the costs more in line with each other. The BOE may be a \$15 or \$20 co-pay and the Town has a \$25 co-pay.

Mr. Kelley asked if they hire Care Here what the terms are and length of time – one year. What happens if it does not work out.

Ms. Ricks said that the contract is for three years and after that they negotiate in one or two year increments. She said that they would own the entire outfitted office if it did not work out or they decided not to continue.

Mr. Formica noted that he has had the Town Attorney review this extensively and that he is authorized to sign the contract but has not done so yet –

Ms. Picarazzi asked if they have gathered a pulse on what the employees feel about this.

Mr. Formica said that he has some people anxiously awaiting it and that a presentation will be made to the BOE. Care Here will offer gift cards as an initial incentive for people to try it. Everything is done on-line.

Ms. Hogan recapped that the health insurance broker Sonya with Brown & Brown presented this and said that there are a lot of opportunities. She asked if any research has been done locally.

Mr. Formica said that he knows what we pay out in claim dollars and that this projected model takes data from very real visits and that he felt very comfortable with this and certainly would use it himself.

Ms. Picarazzi asked how many Town employees there are.

Ms. Johnson said 500 that take health insurance including the BOE and families.

Ms. Picarazzi asked how often the doctor is there.

Mr. Formica said that they would start with a base number of hours say 12 or 16 per week and add to it in 4 hour blocks as necessary.

Ms. Hogan asked if there is a need for an administrative assistant there.

Ms. Ricks said very rarely as the nurse is always there and appointments are not double booked and because of this flow – there is no need for an administrative assistant.

Ms. Hogan asked if they have a clinic with drugs if there is a licensing requirement.

Ms. Ricks said that the State of Connecticut allows the doctor to dispense medication. They have a formulary of 150 medications and the nurse on staff re-orders the medications. The labels are provided electronically and the medications are all pre-packaged.

Ms. Picarazzi said that she has her own physician and asked what the incentive would be to leave her current PCP and go to the clinic when we already have clinics in Town who do this.

Ms. Ricks said that whatever happens in the clinic – there is absolutely no co-pay so the no-cost is an incentive; time is a factor as it takes around three weeks to get into your primary care physician. Here, you go in and walk out in 30 minutes max with a prescription. She said that she would hope that people would try them out.

Ms. Picarazzi said that she struggles with three appointments in an hour with no waiting.

Mr. Formica said that they would start with 16 hours per week – or 48 appointments.

Ms. Ricks said that they have found that within 60 days that they are at 60% utilization and at the end of a year they are at 100% utilization. They like to keep it at 85% utilization as they like to have some leeway. All of this is monitored on a weekly basis.

Mr. Harney asked if they peak out and have to hire more doctors how that cost would work and if the Town would have to pay more.

Ms. Ricks said that if additional hours are necessary that the Town incurs that cost and the per employee management fee.

Ms. Hogan asked of the 180 clinics what percentage are free and what percentage charge a fee.

Ms. Ricks said that 30% have HSA plans and they collect something in all HSA plans; traditional plans collect maybe \$2 for two of the clinics in Texas and the others do not charge at all.

Mr. Kelley asked if they go to the clinic and get medication how that information gets to the primary care doctor regarding the medication dispensed and the visit.

Ms. Ricks said that the employee would have to authorize them to pass that information along.

Mr. Formica asked Ms. Ricks to review the primary care projections from the information presented.

Ms. Ricks reviewed the primary care projections (Attached) and noted that they encourage all employees to get their lab work done with them as they work with a national lab and it saves the employees on the costs.

Ms. Hogan asked how they are able to absorb the malpractice insurance cost.

Ms. Ricks said that most doctors have their own malpractice insurance.

Mr. Formica asked Ms. Ricks to explain the \$176.55 cost per visit on Page 2.

Ms. Ricks said that cost includes visits, ER visits, urgent care etc. with primary care as the base. This is what the visits average out to from the current usage. If they multiply that by the 2155 number of annual visits they would get the annual cost. In comparison the Care Here costs are \$237,820 less for the same number of visits. They charge a \$29/month/employee management fee that includes all dependents. They stock 150 to 200 medications and prescriptions can be written for those that they do not stock and people can have them filled at the pharmacy and pay their co-pay. She said that if necessary they can ramp up more hours with the doctors as the doctors make more money with this program than in their private practice.

Ms. Hogan said that it seems that \$35,000 may be low for outfitting a complete office.

Ms. Ricks said that they have found that in setting up over 180 offices throughout the country that the \$35,000 sets up a full service operation as they are able to get the best rates for the items.

Mr. Formica noted that CIRMA looked at this contract and assured them that they were covered from the insurance perspective. The model behind this has shown that they can cut costs and save money and augment the current healthcare plan in place.

Ms. Alberti said that they are paying a managing cost per employee whether they use it or not. She asked if they had put together a cross-functional team of employees to study this.

Mr. Formica said that primarily he and Ms. Johnson, the Town Attorney and insurance broker have analyzed this from all aspects.

Ms. Picarazzi said that she supports Ms. Alberti in feeling that they need to be thoughtful and thorough in this and she feels that it deserves more study and that there is no urgency to rushing into it when they have just seen it for the first time.

Mr. Kelley said that since this has been successful in 180 other instances that it would seem that they could trust the data.

Ms. Hogan said that she sees this more as a franchise and thinks that the costs in CT could be much higher than the projection here. She also would like input from the employees on if they would use it. She also does not see tonight as the night that this has to be answered as there are a lot of questions that need to be answered and this Board has not had the time to kick this around. Further – if she has to vote tonight – she said that she would vote no.

Mr. Formica said that he thinks that this is a great opportunity for the Town and while he would like a vote – it is not necessary to vote tonight. The chart of savings is based on actual East Lyme visits and he does not know how much more credible they could be. Further, he has been working on this for the better part of the year to try to realize savings.

Ms. Alberti said that if no one uses this that they are paying what we pay now plus the cost of this. They are asking for an appropriation of \$500,000 based on faith. They have been in business for 10 years and she said that she would like to get the information on at least 10% of their 180 clinics and what the actual savings are.

Ms. Ricks said that she has no problem with putting together case studies as they have many with similar demographics to East Lyme and many who collaborate and share facilities. Clinic sharing is one of the fastest growing sectors.

Ms. Picarazzi asked what the challenges are with the model, if any.

Ms. Ricks said that there sometimes are challenges with recruitment – in rural areas more so than non-rural areas. She added that they have a wellness director who works with each clinic to encourage behavior modification with regard to wellness.

Mr. Formica said that he has spoken with other members of SECCOG who are interested in this model. He said that he would prefer that they not vote tonight if they are going to vote it down as then they would have to start all over again. He asked that they provide him with their questions so that he could get answers for them. He said that he would also see if Ms. Hicks or another representative could come to their meeting.

Ms. Picarazzi said that she would like to get a pulse from the Town employees on this as she does not get the sense that they want something put upon them that they may not use. She suggested doing survey monkey for the employees to respond. Also – it would have been better for Ms. Ricks to be here in person as this was way too much information for the first time around. She said that she would like to wait on this as she needs to feel comfortable with it in order to discharge her duty as a steward to the Town.

Mr. Hamey asked if there was any revised data since the January date on what they have.

Ms. Ricks said that she would be happy to run it but did not anticipate that it had changed.

Mr. Kelley said that he does not think that they should take a vote this evening and that they should put it on the agenda for their December meeting. He asked that everyone get their questions together and submit them to him so that Mr. Formica could get the answers and information from Care Here.

****MOTION (4)**

Mr. Kelley moved to withdraw MOTION (3).

Ms. Hogan seconded the motion.

Vote: 4 – 2 – 0. Motion passed.

Against: Ms. Alberti, Ms. Hogan

c. Meeting Calendar - 2015

Mr. Kelley drew their attention to the November meeting date and said that he thought that they should meet on Thursday November 12, 2015 and that the calendar should reflect that date.

****MOTION (5)**

Ms. Picarazzi moved to approve the Board of Finance 2015 Meeting Schedule as presented noting that the November meeting is scheduled for Thursday November 12, 2015.

Mr. Hamey seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

G. Old Business

There was none.

H. Public Discussion

Mr. Kelley called for Public Discussion.

Pat Larkin, 14 Oakhill Drive said that apparently Care Here will get \$172,000/year to manage two doctors part-time and they are making the assumption that 50% of our people will get sick on the days that the doctor is available. He said that he thinks that they need a list of where the clinics are located as that could skew the data. Also, how does this doctor ensure that there are no issues with drugs when they do not know what the patient is taking or their history? He said that he likes the idea of doing a survey monkey to find out what the employees think or would like.

Karen Rak, 27 Black Point Road said that this is a monetary issue with a lot of hope. She said that she wishes that as a Board of Finance – with no disrespect to Mr. Formica – but it seems to her that he has too much control. They are in control and Mr. Formica is a Town employee and is pushing this so ardently that it personally raises a red flag with her. She said that it seems that those who would benefit more from this are those with the HSA program which are management. This could potentially be meant to push all employees into the HSA program. She said that they need to stop spending.

I. Board Comments

Mr. Kelley asked if anyone had any comments.

Ms. Picarazzi said that she feels that they are in control of their Board.

Mr. Kelley said that he does not think that he has relinquished control of his Board. He feels that there was a need for this information.

J. Adjournment

Mr. Kelley called for a motion to adjourn.

****MOTION (6)**

Mr. Hamey moved to adjourn this Regular Meeting of the East Lyme Board of Finance at 9:40 PM.

Ms. Picarazzi seconded the motion.

Vote: 6 – 0 – 0. Motion passed.

Respectfully submitted,

Karen Zmitruk,
Recording Secretary

East Lyme Town & Board of Education

CareHere! On-Site Clinic Projections

Executive Summary

CareHere Estimated Clinic Expenses

CareHere Clinic Projected Savings

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
Total Medical Cost Year One:	\$ 453,717

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)
Total Savings	\$ 226,198

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.

Attachment

BOE

11/12/14

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

Clinic Operation Year 1		Unit Cost	
Total Employees On Medical Plan	496	<i>used 9. Co. visit/yr. - per family unit including their dependents</i>	
<i>promour use</i>		<i>Weekly Staff Hours</i>	
Clinic Operations		Physician	16
Clinic Visits - Annual Total	2,155	Nurse	16
Average Time With Provider (minutes)	20	Nurse (PCMH)	1.6
Clinic Medical Provider Hours Per Week:	16		

Cost and Savings Year 1		Marketplace Cost	CareHere Cost	Savings With CareHere
Marketplace Visit Cost				
Current Year Cost/Visit	\$ 176.55			
Cost/Visit Next Year	\$ 183.62			
	<i>4% inflation rate</i>	$\times 2,155 \rightarrow$	\$ 395,694	
Staffing Cost				
Doctor Cost	\$ 135		\$ 107,750	
Nurse Cost	\$ 35		\$ 27,935	
Nurse (Patient-Centered Medical Home Coordination)	\$ 35		\$ 2,794	
Malpractice Insurance - Annually			\$ 19,395	
Lab/Supplies Estimate Per Visit	$\$ \times 2,155 \times 9.00$		\$ 19,395	
Pharmaceuticals				
Pharmacy Impact - Marketplace Cost	15%	\$ 176,470		
Pharmacy Discount - CareHere Cost	50% <i>on generic meds.</i>	\$ 88,235	\$ 88,235	\$ 88,235
Program Savings Engine (PEPM):				
	\$ 29		\$ 172,608	
Clinic Set-up (Non-Recurring Expense)				
<i>(Assumes 2 Exam Rooms. Each Additional exam room will require an additional \$10,000.)</i>				
Total Medical Savings (Cost) for Year One: (Before Productivity Savings)		\$ 572,164	\$ 453,117	\$ 118,448
Total Time Away From Work Savings			\$ (107,750)	
Total Savings (Cost) for Year One:		\$ 572,164	\$ 345,367	\$ 226,198

set up of 2 exam room w/ lab office incl. computers hardware

\$29./mo./emp. visit fee (includes all dependents)

*They stock 150-200 medications
no controlled substances - but prescription can be written for it - to get at pharmacy
Feel they can impact 15% overall prescriptions*

Proposed By:

CareHere!

East Lyme Town & Board of Education Health and Wellness Center - Cost Analysis

	Year 1	Year 2	Year 3	Year 4	Year 5
Estimated Medical Provider Staffing:	\$ 138,479	\$ 144,918	\$ 149,779	\$ 155,770	\$ 162,000
Total Estimated Pharmaceutical Cost:	\$ 88,235	\$ 87,059	\$ 108,765	\$ 117,441	\$ 129,185
Labs and Supplies:	\$ 19,395	\$ 20,471	\$ 20,978	\$ 21,817	\$ 22,889
Clinic Set-Up Estimate: Equipment and Supplies	\$ 35,000				
Program Savings Engine:					

	Year 1	Year 2	Year 3	Year 4	Year 5
Staffing:					
Wellness Coaches					
CareHere Staffing					
Director of Clinical Operations					
Care Coordinator/Case Manager					
Accounting Training					
Technology					
EMR					
CareHere Connect					
Information Technology					
Online Appointment Scheduler					
Smartphone Application					
EMR Access and Integration with Outside Specialist/PCP/ER					
Support Services:					
24/7 Call-Center					
1-800 Customer Support					
Education Tools					
Marketing					
Information Technology Support					
HR & Employee Events					
Medical & Health Services					
Primary Care					
Acute Care					
EpibioRx Care					
Prevent Medication Adherence					
Pharmaceutical Dispensary					
Mail Order Medication					
Immunizations					
Sports Physicals					
Plan of Care Compliance					
Wellness					
Care Management					
Weight Management					
Hypertension Management					
Addiction Intervention					
Pre-Diabetes Management					
Lipid Management					
Stress Management					
Health Risk Assessment/Biometric Screening					
Clinical Outcome Services					
Self-Care Education Tools					
Reporting					
Purchasing Coordination					
Clinic Inventory Management					
Patient Survey Feedback					
Clinic Base 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 **Year 1** **Year 2** **Year 3** **Year 4** **Year 5**
 \$ 172,608 \$ 172,608 \$ 172,608 \$ 172,608 \$ 172,608

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 4% 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.
 4. CareHere provides a health risk assessment (28 panel biometric screening) to all employees. HRAs are provided at no additional charge.

Powered By:

CareHere!

East Lyme Town & Board of Education ESTIMATED RETURN ON INVESTMENT

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Employee Total	295	296	297	298	299	
Visits	2765	2855	2955	3055	3155	
Medical Claims Savings	\$ 237,820	\$ 247,333	\$ 257,228	\$ 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	\$ 133,800	\$ 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)
Annual Savings through CareHere	\$ 226,997	\$ 393,083	\$ 642,915	\$ 901,515	\$ 1,147,072	\$ 3,311,592
Market Place Annual Cost	\$ 679,914	\$ 826,944	\$ 1,092,444	\$ 1,369,146	\$ 1,657,557	\$ 5,626,006
Annual Total Cost	\$ 453,717	\$ 433,855	\$ 450,129	\$ 467,636	\$ 486,483	\$ 2,291,820
Estimated Return on Investment Ratio:	\$ 1 to \$ 1.50	\$ 1 to \$ 1.91	\$ 1 to \$ 2.43	\$ 1 to \$ 2.93	\$ 1 to \$ 3.41	\$ 1 to \$ 2.45
Accumulative Savings Year 1:	\$ 226,998					
Accumulative Savings Year 3:		\$ 1,261,601				
Accumulative Savings Year 5:				\$ 3,334,186		

CareHere, LLC
Proprietary and Confidential

1/22/2014

Medical Data Collection

East Lyme Town & Board of Education

CareHere!

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 11	Year Ending September 12	Year Ending September 11	Notes
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Total Medical costs should include All Medical, Drug, Work Comp (if applicable)

Total Medical (as given):

Annualized Total Medical Costs:

\$ 5,760,600	\$ 5,675,609	\$ 568,591
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Prescription Costs (as given):

Breakout of Prescription Costs:

Prescription Costs PEPY:

% of Total Medical Claims:

\$ 1,069,518	\$ 1,106,235	
\$ 2,156	#DIV/0!	#DIV/0!
18.6%	19.5%	0.0%

Primary Care costs should include Dr/Office visit, Diagnostic & Lab (DXL), ER visits, Prevention

Primary Care Costs (as given):

Annualized Primary Care Costs:

% of Total Medical Claims:

\$ 760,950		
13.2%	0.0%	0.0%

Primary Care Office Visits (as given):

Annualized Primary Care Office Visits:

Average Primary Care Office Visit Cost:

4,310		
\$ 176.55	\$	\$

Total Number of Employees with Medical Benefits:

Total Number of Members on the Medical Plan:

Total Medical Costs PEPY:

% Increase YoY

496		
\$ 11,614	\$	\$
0.0%	0.0%	

Planned number of Employees for next year:

Planned number of Retirees for next year:

or expected % increase/decrease:

Average hourly wage per employee:

496		
0%		
\$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:	0.0%	Estimated Avg Office Visit:	176.55
Primary Care % Annual Increase:	0.0%	ata	impact.
Prescriptions % Annual Increase:	0.0%	Physician Extender (NP/PA)	0.0%
% of Prescriptions CareHere will dispense:	100.0%		
Medical Provider Mix:	Doctors		

CareHere!

Features and Services

Long Term Prevention Program	
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.

CareHere!

Features and Services

<i>Program Enablers and Infrastructure</i>	
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.

**Town of East Lyme
Board of Finance
Meeting Schedule
2015**

FILED IN EAST LYME
CONNECTICUT
Nov 13 2014 AT 10:00 AM/PM
Brenda D. Lincum etc
EAST LYME TOWN CLERK

Meetings will be held at the East Lyme Town Hall
Meeting Room #1 – Upstairs
On the following listed Wednesdays at **7:00 PM**
(2nd Wednesday of the Month – unless otherwise noted)

January 14, 2015

February 11, 2015

March 11, 2015

April 8, 2015

May 13, 2015

June 10, 2015

July 8, 2015

August 12, 2015

September 9, 2015

October 14, 2015

November 12, 2015

(Note: This is ~~Thursday~~ as Wednesday the 11th is Veteran's Day)

December 9, 2015

Approved at the Board of Finance Regular Meeting of November 12, 2014

Attachment

BOF

11/12/14