

HealthTrust, Inc.
Board of Directors Meeting
Whitefield, NH
Minutes of August 9, 2023

BOARD OF DIRECTORS PRESENT:

Rossner, Daniel, Bus Admin, SAU #48, <i>Chair</i>	Hilchey, Susan, Director of HR, SAU #25
Dunn, Scott, Town Admin, Gilford, <i>Vice Chair</i>	Sheing, Jill, HR/Payroll Coord, Strafford Cnty
Clark, Michelle, Bus Admin, SAU #66	Stacey, Cathy Ann, Reg of Deeds, Rockingham Cnty
Codling, Brigitte, Town Manager, Haverhill	Trahan, Sarah, Teacher, Winnacunnet H. School

BOARD MEMBERS UNABLE TO PARTICIPATE

Dean, Russell, Town Manager, Exeter	Rapp, Brian, Deputy Chief, Claremont Fire Depart
Ford, Duane, Business Admin, SAU #67	

STAFF PRESENT:

Bodwell, Erica, Benefits & Coverage Counsel	Parker, Wendy, Executive Director
DeRoche, Scott, Member & Enrollee Services Mgr	Saucier, Pamela, Executive Assistant
Herrick, Jeanne, General Counsel	Simmons, Darlene, Engagement Manager
Kalgren, Jason, Reporting & Data Manager	Tsiopras, George, Chief Financial Officer

PRESENTERS PARTICIPATING:

Grande, Andrea, Brown & Brown Consultant	O’Leary, Kim, Brown & Brown Consultant
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Daniel Rossner, Chair of the Board opened August 9, 2023 meeting of the HealthTrust Board of Directors at 9:01 a.m.

Daniel Rossner, Scott Dunn and Susan Hilchey welcomed everyone. Dan then invited Wendy Parker and staff to begin their presentations. Ms. Parker thanked everyone for joining, especially the Board. She spoke of the importance of homing in on the Mission, Vision and Values of HealthTrust and of the critical importance of HealthTrust as an organization to the Member Groups served. She thanked staff for their thorough preparation and reviewed the overall agenda for the next few days.

HealthTrust – At a Glance

Wendy Parker, Darlene Simmons, Scott DeRoche, Jeanne Herrick, Jason Kalgren, and George Tsiopras gave a presentation on HealthTrust’s accomplishments over the past year. They covered the highlights in each department over the past year, and the current year to come, and provided a snapshot of existing programs and participation in those programs. Discussion and questions ensued throughout.

The session broke for break at 10:45am and resumed at 11:00am.

Primary Care and Behavioral Health Care – Options Now and in the Future

Darlene Simmons and Wendy Parker provided an update on Primary Care and Behavioral Health Care options for HealthTrust covered individuals. They discussed different models emerging in connected behavioral health care and discussed ways to utilize navigation services to assist Covered Individuals in locating and receiving the care they need. They delved into the new ConvenientMD Primary Care capitated model that is within the Anthem network, as well as Included Health’s Virtual Urgent Care & Behavioral Health Services, which is a combination of a Per Member Per Month (PMPM) and fee for service model. Ms. Parker spoke of the importance of completing a formal analysis of these programs to

ensure that we can develop and consider a model that allows HealthTrust to obtain and evaluate data in order to determine the best method to hold vendors accountable. Discussion and questions ensued throughout.

The session broke for lunch and resumed at 1:58p.m.

Specialty Drug Copay Card Programs – Are They Impactful?

Wendy Parker introduced Brown & Brown consultants Andrea Grande and Kim O’Leary. Ms. Parker reminded the Board that Brown & Brown is a consulting firm HealthTrust has used for many years in regards to pharmacy and medical benefit consulting. Ms. O’Leary has been consulting with Brown & Brown for HealthTrust for the past 10 years; Ms. Grande is a pharmacist by trade who has also been consulting with Brown & Brown for the past 4 years. Ms. Grande and Ms. O’Leary both have an extensive background in pharmacy benefits consulting. They provided the Board and staff with a thorough presentation on specialty copay assistance, which is available in the marketplace. These types of programs are heavily advertised and well known to physicians and pharmacists. Ninety percent of specialty drug manufacturers offer copay assistance programs regardless of financial need for both insured and uninsured. There is an active engagement process, which requires the member to enroll in these types of programs individually. Ms. O’Leary delved into the variances between programs like PrudentRx and PillarRx in detail, which included the number of eligible drugs in each program based on the individual program’s definition of a specialty drug. Discussion ensued on how these types of programs work in conjunction with HealthTrust’s current formulary program. It was noted that a plan design change would be required such that HealthTrust would apply a 30% coinsurance to specialty drugs that then would be waived for Covered Individuals participation in the Specialty Drug Copay Card program. Discussion and questions ensued. Wendy Parker thanked Andrea Grande and Kim O’Leary for their presentation and then discussed two possible next steps including continuing to monitor copay assistance programs or to take next steps to implement a program for no earlier than July 1, 2024. Daniel Rossner thanked Ms. O’Leary and Ms. Grande for their thorough presentation.

The meeting adjourned at 3:30 p.m.

Respectfully submitted,



Pamela Saucier, HealthTrust, Executive Assistant