

# Jackson First Healthcare Option June 4, 2014

## MDC Labor Healthcare Committee

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*This document is for presentation and discussion purposes only to the Miami Dade County Labor Healthcare Committee.*

# Collaborative Process

- Labor
  - SEIU 1991
  - AFSCME 1363
  - SEIU CIR
- Jackson Leadership
  - Human Resources
  - Labor Relations
  - Finance
  - Administration
- Arthur J. Gallagher & Co.

# Work Group Established Goals

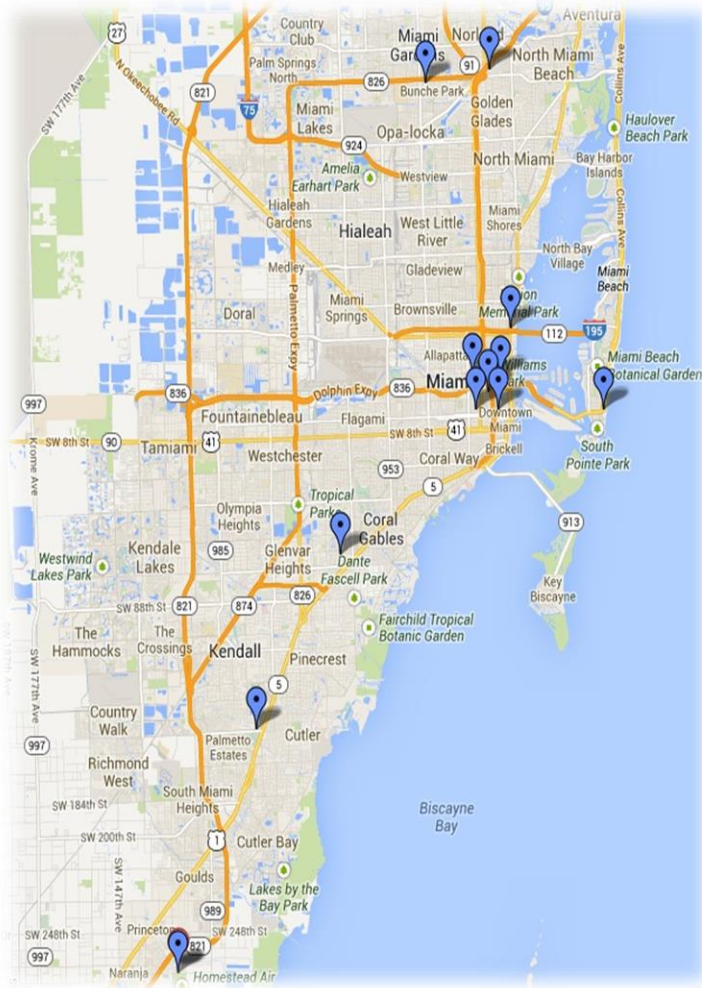
- *Provide a More Affordable Healthcare Insurance Option for Family Coverage*
- *Provide Employees and Dependents High Quality, Confidential Services at Jackson Facilities*
- *Increase Utilization of Jackson Excess Capacity*
- *Generate Incremental Margin at Jackson to Help Ensure Sustainability*
- *Provide Appropriate Alternatives for Emergency Services and for Clinical Services Not Provided at Jackson*
- *Provide a Broad Panel of Primary Care and Specialty Physicians*

# 2013 Jackson Awards

- *US News & World Report – JMH Named No. 1 in South Florida*
- *US News & World Report – JMH Named Elite Hospital in United States*
- *Holtz Children’s Hospital Ranks Among Nation’s Best – US News & World Report*
- *Ryder Trauma Center Receives National Excellence in Healthcare Award*
- *JHS Named a “Leader in LGBT Healthcare Equality” by the Human Rights Campaign Foundation*

***Jackson is the Preeminent Healthcare Provider in South Florida***

# The Jackson Footprint

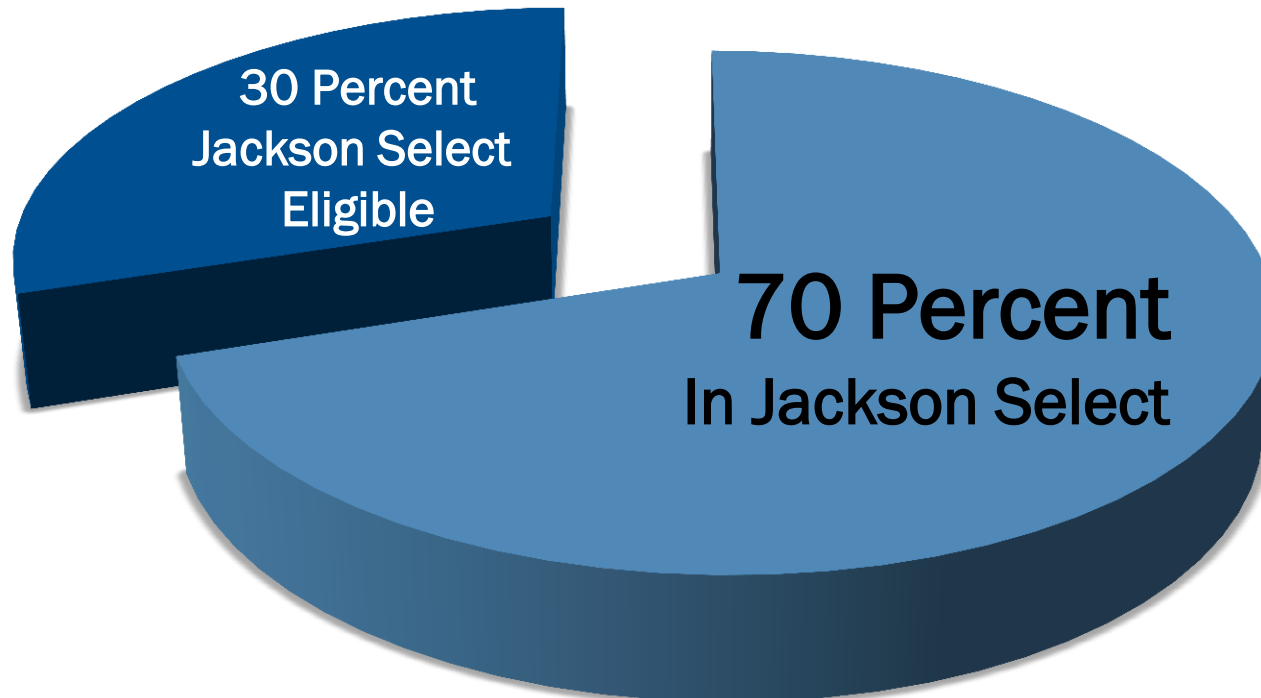


**12 clinical sites in  
Miami-Dade,  
including:**

- All JHS hospitals
- All JHS clinics
- All JHS physician offices

# Physician Participation

Doctors on Current Miami-Dade Plan



*Jackson First Option to Use Same Physician Network as Jackson Select*

# Jackson Miracle Experience

## Specialty Care Wait Times Jackson Medical Group



Clinical Site	First Appointment
Bariatrics	1 to 3 days
Colorectal	1 day
Cardiology	1 week
Gastrointestinal	1 week
Maternal Fetal	1 day
Neurology	2 weeks
Obstetrics	1 day
Oncology	1 week

# Jackson Miracle Experience





# Jackson Miracle Experience



Service  
Excellence

73%

Excellent  
Communication  
with Nurses

84%

Excellent  
Communication  
with Doctors

74%

Highly Likely to  
Recommend

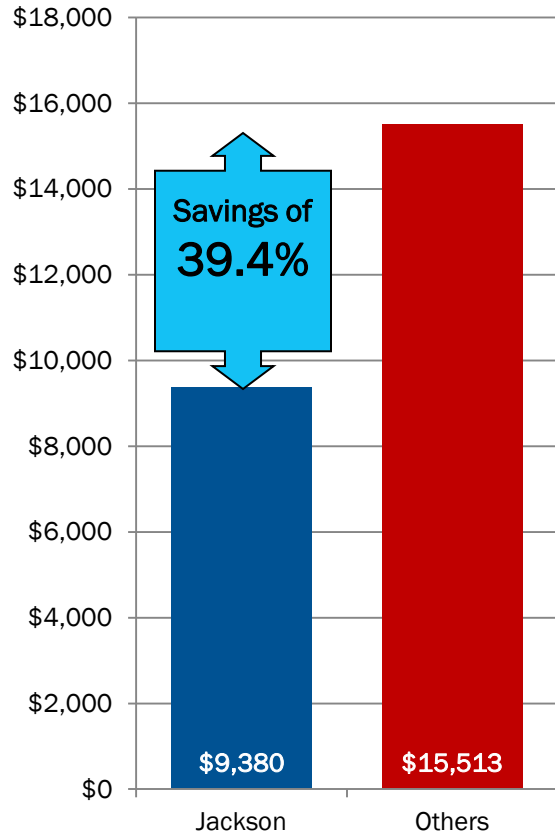
64%

Highly Pleased  
with Cleanliness

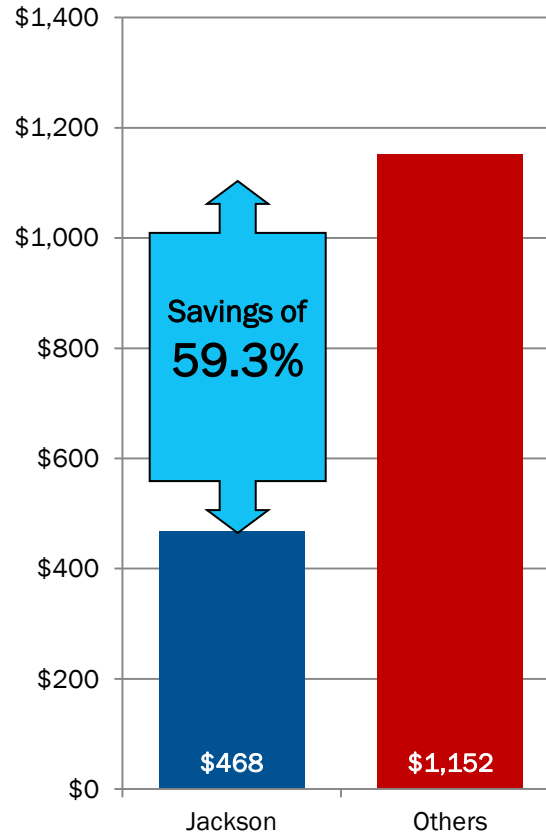
*Inpatients for three months ending February 2014 who responded 9 or 10 on a 10-point scale*

# Lower Cost = Lower Premiums

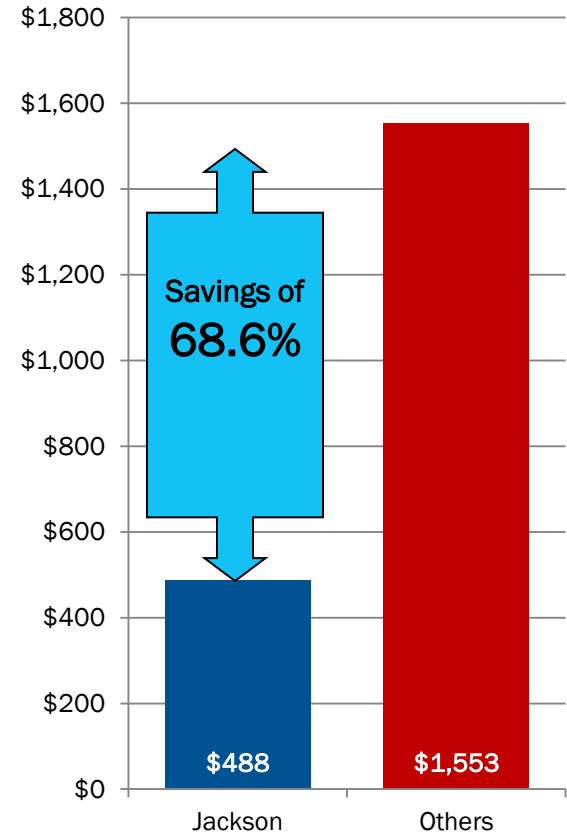
## Inpatient



## Outpatient



## ER



Based on Arthur J. Gallagher & Co. analysis of 2013 claims paid - Total Savings Potential Throughout MDC of \$76.9MM.

# Jackson First Highlights

- ***Additional Option for Jackson Employees – Does Not Replace Other Options***
- ***Directed at Employees (Families) Willing to Trade Flexibility for Lower Cost and/or Access to Coverage***
- ***Provides Emergency Care at Local Facilities Like the Other Plans***
- ***No Co-Pays and/or Deductibles for Services Performed at Jackson Facilities***
- ***Uses the Same Physician Network as the Jackson Select Plan***
- ***Utilizes the Same Pharmacy Benefit as the Jackson Select Plan***

# Jackson First Highlights

- *Passes Along Savings from Jackson Services to Employees Through Lower Dependent Premiums*
- *Non-Emergency Inpatient, Outpatient and Diagnostic Services to be Performed at Jackson Facilities*
- *Enhanced Employee Wellness and Disease Management Services to Enhance Outcomes and Reduce Costs*
- *Enhanced Focus on Service to Employees and Dependents Through Dedicated Resources*

# Jackson First Modeling

- *Projected Year 1 Volumes can be Easily Serviced by Jackson – 760 Initial Members Projected*
- *10% Conversion of Family Coverage from High HMO and POS Plans*
- *Little Conversion Expected from Jackson Select Plan*
- *Year 1 Net Revenue to Jackson -- \$1,500,000; Estimated Contribution Margin -- \$900,000*
- *Bi-Weekly Premiums Modeled Out at \$160 for Family (Select - \$236; High HMO - \$288; POS - \$596)*

# Jackson First Modeling

- *No Assumption that Employees with Dependents will Opt into Family Coverage but that is a Desired Outcome*
- *Need to Negotiate Specific Terms Through Collective Bargaining*

# Established Goals Reviewed

- *Provide a More Affordable Healthcare Insurance Option for Family Coverage* ✓
- *Provide Employees and Dependents High Quality, Confidential Services at Jackson Facilities* ✓
- *Increase Utilization of Jackson Excess Capacity* ✓
- *Generate Incremental Margin at Jackson to Help Ensure Sustainability* ✓
- *Provide Appropriate Alternatives for Emergency Services and for Clinical Services Not Provided at Jackson* ✓
- *Provide a Broad Panel of Primary Care and Specialty Physicians* ✓

# Summary

***The Jackson First Plan can be a Meaningful and Attractive Alternative to Those Employees who are Currently Unable to Cover their Families Under the Current Health Plan Offerings.***