

# SALGBA 2018 NATIONAL CONFERENCE

36th SALGBA National Conference "Benefit Times in the Sunshine"

## DETAILS

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### WHEN

Sunday, April 29, 2018 - Wednesday, May 2, 2018

8:00 AM - 2:00 PM

Eastern Time

### WHERE

Hyatt Regency Jacksonville Riverfront

225 E Coastline Dr

Jacksonville, Florida 32202

USA

(904) 588-1234

### PLANNER

[Tina Bowling](#)

### WEBSITES

[Jacksonville CVB](#), [SALGBA Website](#)

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# SALGBA 2018 NATIONAL CONFERENCE

## AGENDA

Sunday, April 29, 2018

8:00 AM - 3:00 PM

### **SALGBA Tour sponsored by Gehring Group**

St. Augustine Experience - Nation's Oldest City Tour Enjoy your day in the Nation's Oldest City! The various architectural styles, narrow brick streets, and European flavors combine for a unique escape. Your professional tour guide meets the group at the hotel dressed in period costume and weaves a tapestry of stories from the Ponce de Leon discovery period, the pirate days of Sir Francis Drake, the Spanish and English colonial years, and the Victorian Flagler era. The driving tour includes all the major sites including the Fountain of Youth, Spanish Mission Grounds, City Gates, Spanish Plaza, Castillo de San Marcos, Cathedral-Basilica, Flagler Memorial Church, Government House, and Henry Flagler Hotels. We stop at the Flagler hotel area to get an intimate view of how Henry Flagler transformed the city into the first winter resort for the rich and famous in 1888. Next, tour guests have a choice between 2 major attractions to explore: The Fountain of Youth park and the old Spanish fort (Castillo). After the attraction stop, the group is having lunch at the famous Columbia Restaurant. After lunch, you are welcome to shop and explore the historic district on your own. Your guide creates an interactive tour atmosphere which is fun for everyone. Includes lunch at Columbia in old town. Proudly sponsored by the Gehring Group.

1:00 PM - 7:30 PM

### **Registration**

### **InviteOnly**

5:00 PM - 6:00 PM

### **SALGBA Board Reception**

### **Networking**

6:00 PM - 7:30 PM

### **SALGBA Opening Night Reception**

Monday, April 30, 2018

12:00 AM - 1:30 PM

### **Lunch & Presentations**

### **Wellness**

6:00 AM - 7:00 AM

### **SALGBA Fun Run/Walk sponsored by ActiveHealth Management**

Group run/walk along the riverfront. Map provided.

7:30 AM - 3:00 PM

### **Registration**

7:45 AM - 8:15 AM

### **Continental Breakfast in Exhibit Hall**

### **General Session**

8:15 AM - 9:30 AM

### **Opening Keynote**

Opening Keynote Presentation

### **Networking**

9:30 AM - 10:00 AM

### **Break in Exhibit Hall**

### **Roundtable**

10:00 AM - 12:00 PM

### **Local Entities**

10:00 AM - 12:00 PM

**State Entities****Breakout Session**

1:00 PM - 2:00 PM

**Best Practices in Public Sector Wellness Programs**

Wellness panel, with 3 public sector health plans moderated by Humana Go365, discussing various points on their wellness journeys. Focus of discussion will be presenting key success factors, lessons learned, and critical engagement elements for launching a successful wellness program in the public sector.

Speakers: Robert Blanco,  
Jennifer Donaldson,  
Jenny Golns

1:00 PM - 2:00 PM

**Driving Participant Retirement Savings**

A large-scale survey finds that governmental defined contribution plans need better service to improve the retirement outlook for millions of public workers. This session will highlight ways plan sponsors can work with their consultant, advisor and plan provider to better serve their participants. By understanding participants competing priorities, plan sponsors will learn how to drive positive retirement outcomes and increase retirement readiness.

Speakers: Steve Gordon,  
Michael McAtamney

1:00 PM - 2:00 PM

**Drug Problems - How to Prepare for the Next Wave of Pharmaceutical Innovation**

Biologics, orphan drugs, genetic propensity testing and other pharmacologic advances are improving care but are driving total medical cost skyward, often impacting very few patients within organizations. This program will discuss current and future pharma challenges and strategies that you should consider mitigating financial risk.

Speakers: Barbara Hamer,  
Mark J. Netoskie

1:00 PM - 2:00 PM

**Gaining Insights Through Cognitive Analytics: The New Frontier**

In today's environment, there is more healthcare data than ever before. But employers don't just need more data, they need actionable insights from their data. In the new era of analytics, cognitive technology and effective visualization can guide employers to more quickly understand cost drivers and opportunities to improve care that may be difficult to discern with the human eye.

Speakers: Scott Humphrey

**Networking**

2:00 PM - 2:30 PM

**Break in Exhibit Hall****Breakout Session**

2:30 PM - 3:30 PM

**Integrated Value-based Care Model**

Integrated value-based model of care shifts the paradigm of our healthcare system from a fee-for-service, volume-based and episodic care approach to one that places patients' health outcomes (value) at the center using a longitudinal, prevention-oriented and coordinated care approach. Integrated value-based model delivers best health outcomes at the lowest cost and simplifies the experience of care delivery, enabling a patient and physician-centric, sustainable healthcare system. Central to its success, the integrated value-based model requires actionable data and collaborative approach among the various stakeholders, including payors, and physicians and their practices. These efforts have led to improved health outcomes, such as better chronic care management, and reduced ED visits and hospital admissions, while at the same time significantly lowering the total cost of care.

Speakers: Mike Funk,  
Dariusz Mydlarz

2:30 PM - 3:30 PM

**Is Your Mental Health Benefit Design Increasing Costs?**

For decades, we have realized that poor mental health, whether induced by stress or chemical imbalances in the brain, impacts health care costs on broader scale than just the direct costs of treating mental health symptoms. While there have been significant new pharmaceuticals made available to treat various mental health conditions, access to mental health services such as regular visits with a psychiatrist/psychologist, in-patient and out-patient treatment centers, and mental health support for family members of the patient are very limited within most

	<p>employers' benefit design and provider networks. This session will provide an overview of mental health benefits, cost, clinical issues, and legislative environment.</p> <p>Speakers: <u>Jim Cherundolo</u>, <u>Wendy Scaggs</u></p>
2:30 PM - 3:30 PM	<p><b>Journey to Better Health Benefits Communications</b></p> <p>The Wisconsin Department of Employee Trust Funds (ETF) has been on a journey over the past few years to significantly improve member health benefits communications. We have transformed cumbersome and confusing health benefits materials for annual open enrollment to year-round communications that engage and educate members so they can make important health benefit decisions. We also continuously make enhancements based on feedback from key stakeholders along the way.</p> <p>Speakers: <u>Mark J. Lamkins</u>, <u>Tara Pray</u></p>
2:30 PM - 3:30 PM	<p><b>SERS Marketplace Wraparound Plan</b></p> <p>Starting in January of 2017, the School Employees Retirement System of Ohio (SERS) partnered with TPA HealthSCOPE Benefits to enroll SERS retirees under age 65 in the federal Marketplace. SERS retirees choose a plan with the assistance of HealthSCOPE Marketplace counselors, receive a federal subsidy and additional benefits from SERS that "wrap" the Marketplace plan. The Marketplace Wraparound pilot program created under the ACA appeals to SERS retirees with low household incomes. Premiums in the Marketplace for those eligible for a subsidy can be significantly lower than the cost of SERS group coverage. The additional wrap benefits help retirees afford the deductibles and co-pays charged by Marketplace plans. For SERS members, the program offers lower costs and more plan choices. For the SERS healthcare plan, the cost of providing limited wraparound benefits is significantly lower than the full cost of covering retirees enrolled in the group plan. We will discuss how the plan works in more detail, the financial results and the steps taken to extend or make this pilot program permanent.</p> <p>Speakers: <u>Anna Jewell</u></p>
3:45 PM - 4:45 PM	<p><b>A Data-Driven Approach to Proactively Tackle the Opioid Epidemic</b></p> <p>The opioid epidemic in the U.S. has reached staggering new heights, resulting in over one thousand overdose deaths per month. With the crisis growing, public sector plan sponsors need better and more data-driven solutions to get out in front of this unnerving trend.</p> <p>Speakers: <u>Jacob Crothers</u></p>
3:45 PM - 4:45 PM	<p><b>Building Credibility with Key Stakeholders through Data-Driven Communications</b></p> <p>You're at a critical budget hearing and a Senator asks you to justify increased funding for your insurance program. Are you prepared with compelling facts and an amazing story about your program and the people it serves? Would everyone on your team have the same facts and the same story? To build credibility, you need the right information, at the right time, in the right format. This session provides a practical blueprint for building an internal data dashboard and using it to customize your data story for key stakeholders.</p> <p>Speakers: <u>Dana Japson</u></p>
3:45 PM - 4:45 PM	<p><b>Finding the Unicorn</b></p> <p>Find out how one City found the unicorn and transitioned retirees over 65 (hired prior to 1986) that never paid into Medicare and saved over \$3 million the first year.</p> <p>Speakers: <u>Joanne Hinton</u>, <u>Margaret Wise</u></p>

Tuesday, May 1, 2018

#### Wellness

6:30 AM - 7:30 AM	<p><b>SALGBA Fun Run/Walk sponsored by ActiveHealth Management</b></p> <p>Group run/walk along the riverfront. Map provided.</p>
7:30 AM - 4:00 PM	<p><b>Registration Open</b></p>

7:45 AM - 8:15 AM

**Continental Breakfast in Exhibit Hall****General Session**

8:15 AM - 9:00 AM

**Healthcare Reform: A Current Snapshot & Zooming In Through the Lens**

This session will review the state of affairs with regard to the ACA and HealthCare Reform including recent legislation, the marketplace effect, and its impact on public sector employers; as well as proposed legislation and the healthcare legislation outlook with the 2018 midterm elections in the field finder.

Speakers: [Kate Grangard](#)

**Networking**

9:00 AM - 9:30 AM

**Break in Exhibit Hall****Breakout Session**

9:30 AM - 10:30 AM

**Diabetes Value Benefit-Reducing Costs and Increasing Adherence**

Costs for diabetic treatment are on the decline, according to a review of 2016 healthcare data provided to the Kentucky Employees' Health Plan (KEHP). KEHP provides health insurance to more than 260,000 state employees, retirees and others, and spends more than one million dollars in diabetes claims each year. But KEHP is seeing the tide turn. With the implementation of several innovative programs, like Diabetes Value Benefit (DVB), which allows members with a diabetes diagnosis to receive maintenance prescriptions and supplies, such as diabetic strips, free or at a reduced copay or coinsurance, with no deductible. Data indicates that as members managed their diabetes, they were also able to reduce the use of other medications.

Speakers: [Jenny Goins](#)

9:30 AM - 10:30 AM

**Retiree Health Care Exchanges: A Roadmap to Successful Transitions**

A step by step guide to implementing a successful transition from employer sponsored retiree health care programs to a private Medicare exchange. The presentation will include information about working with consultants, managing PR messaging for governing boards, data analysis models and HRA administration best practices. A significant focus of the presentation is around change management strategies and effectively communicating benefit changes to retirees using a consultative versus a transactional approach to Medicare policy purchase on a private exchange. A case study of a multi-agency government consortium's successful transition with a 100% conversion rate and significant savings for the retirees and the government agencies will be included in the presentation.

Speakers: [Jeffrey A. Randolph](#)

9:30 AM - 10:30 AM

**Specialty Pipeline: Helping to Monitor and Identify New Challenges and Opportunities**

There are approximately 220 new specialty drugs anticipated to be released in the next two years and the high cost for innovative drugs continues to drive specialty trend. In this environment, continuous monitoring of the specialty pipeline as well as understanding unique trend drivers is essential to ensure the ability to quickly adapt and proactively manage these factors. This session will help familiarize attendees with the specialty pipeline and how our dedicated clinical teams leverage advanced analytics to stay on top of new drug approvals and prepare for the impact to management strategies.

Speakers: [Theresa Juday](#)

9:30 AM - 10:30 AM

**State Health Plan Benefits, Costs and Strategies: A Segal Study**

State leaders are always interested in how other jurisdictions structure their employee health benefits. Examining what other states offer is helpful when making difficult decisions about potential changes in coverage, such as the number and types of plans offered and how to share costs with employees. The 2017 edition of Segal's State Employee Health Benefits Study presents an overview of plan designs, costs, employee cost share, as well as health management and wellness strategies. Information was collected and reported on all 50 states and the District of Columbia. This session will provide an overview of current practices and focus on emerging trends and new innovative strategies being employed by state employee plans.

Speakers: [Andrew Sherman](#),  
[Richard Ward](#)

10:45 AM - 11:45 AM

**Ethics, Fraud, Waste & Abuse**

	<p>Nevada has developed and implemented a series of strategies over the last six plan years to ensure members receive high access to high quality healthcare at affordable prices. These strategies include specialty drug management, reference based pricing, preventive drug lists, telemedicine virtual visits, incentivizing preventive/wellness, enhanced primary care, contract negotiations, and maximizing the utilization of centers for excellence. Nevada's experiences resulted in overall flat medical trend for six years and minimal increased pharmacy trend offset with recent significant drug rebates. We will show you how to see opportunities and navigate the public sector to control your costs while providing the best care to your members.</p>	
10:45 AM - 11:45 AM	<p><b>Have Your Steak and Lose Weight Too™</b></p> <p>Obesity and related health conditions, such as diabetes and heart disease, burden employers with significant healthcare costs. Although behavioral weight loss programs have proven, in the clinical setting, to be the most effective method for long-term risk reduction, effective behavioral programs in the workplace are challenging due to issues of privacy, scalability, lack of engagement, access and interruptions to the workday. We'll show you how the State of Kansas engaged 19,000 employees in an obesity and metabolic syndrome reversal program, lowering diabetes risk in 58% of their participants.</p> <p>Speakers: <u>Tim Church</u>, <u>Jennifer Flory</u>, <u>Kendall Ramirez</u></p>	
10:45 AM - 11:45 AM	<p><b>Implementing Innovative Strategies</b></p> <p>Nevada has developed and implemented a series of strategies over the last six plan years to ensure members receive high access to high quality healthcare at affordable prices. These strategies include specialty drug management, reference based pricing, preventive drug lists, telemedicine virtual visits, incentivizing preventive/wellness, enhanced primary care, contract negotiations, and maximizing the utilization of centers for excellence. Nevada's experiences resulted in overall flat medical trend for six years and minimal increased pharmacy trend offset with recent significant drug rebates. We will show you how to see opportunities and navigate the public sector to control your costs while providing the best care to your members.</p> <p>Speakers: <u>Amy Dally</u>, <u>Damon Haycock</u>, <u>Mary Catherine Person</u></p>	
10:45 AM - 11:45 AM	<p><b>Voluntary Benefits Customization 2.0: Beyond the Generations</b></p> <p>There is more to customizing benefits than age alone. Within the generations there are varying lifestyles and buying preferences that dictate what benefits are important to them. Learning about the eight personas within the generations and their varying preferences for voluntary benefits is a valuable exercise for benefits professionals to structure a benefit package that makes a difference in attracting and retaining talent.</p> <p>Speakers: <u>Christy DeFrain</u></p>	
12:00 PM - 1:00 PM	<b>Awards Luncheon</b>	

**Breakout Session**

1:00 PM - 2:00 PM	<p><b>Communications=Compliance: How to Make Sure All Participants Can Access Plan Materials</b></p> <p>Making your communications accessible, that is, ensuring users with disabilities can access your content such as brochures, reports and especially your website is not only a smart practice, it's the law. Navigating these requirements takes a good deal of time and focus. Implementing the required changes takes double. What are these accessibility requirements and how does a government benefits administration put them into practice? This session will focus on how the Pennsylvania Public School Employees' Retirement System (PSERS) recently completed the process of assessing its website and other communications and making the necessary changes to comply with the law.</p> <p>Speakers: <u>Kathryn Bakich</u>, <u>Franca D'Agostino</u></p>	
1:00 PM - 2:00 PM	<p><b>High Performance Networks: It's Not About the Size, It's About the Outcomes</b></p> <p>Broad networks provide broad choice, but also average performance on cost, quality, and overall experience. Which provider is seen is the largest determinate of what happens next, and given the extreme variation in health care today, you</p>	

want a sophisticated and thoughtful approach to how providers are selected and how referral decisions are made.

Speakers: [Paul McBride](#)

1:00 PM - 2:00 PM

#### **Innovative Health Strategies that Yield Proven Results**

Lexington County SC employees and their dependents struggle with obesity, high blood pressure, tobacco use, and diabetes at rates far greater than the national average. With these chronic conditions and other risk factors, healthcare costs for the County had been rising at unsustainable rates, at the same time, state funding cuts loomed. In 2014, the County opened a health center to address the declining health and increasing costs they faced. In three years of operation, the County has saved \$4.5 million net of the health center costs on medical and pharmacy. In this session, you will hear what steps were taken to achieve these results, as well as the overall Healthy Workplace Framework that guides the strategy for improving the health and reducing the cost of healthcare for Lexington County.

Speakers: [Joe Merdo](#)

1:00 PM - 2:00 PM

#### **TRS Pharmacogenetics Pilot for More Precise Medication Therapy**

The science of precision medicine already exists and can be used to help public purchasers of health and drug plans to deliver healthier outcomes for their populations, reduce adverse drug events, reduce drug-induced hospitalizations, reduce titration regimens and wasted drug product for those who may be a poor metabolizer or ultra-rapid metabolizer of certain drugs.

Speakers: [Jane Cheshire Gilbert](#),  
[Scott Megill](#),  
[Jeffrey A. Shaman](#)

### **General Session**

2:00 PM - 2:45 PM

#### **Duke Research Presentation**

### **Networking**

2:45 PM - 3:30 PM

#### **Break in Exhibit Hall and Door Prize Drawing**

3:30 PM - 4:00 PM

#### **Business Meeting**

### **Breakout Session**

4:00 PM - 5:00 PM

#### **Drafting the RFP Document--What Benefit Professionals Should Know**

For Human Resource and Benefit Professionals there are items that should be included in the Request for Proposal (RFP) document. Drafting the RFP document starts the process in selecting the best product or service. Providing a clear description of your needs and what is being procured in the RFP enables bidders to have a clear understanding of your needs and what is being procured. This leads bidders to allocate the proper resources to deliver the service or product at the best price. Learn how to draft a well written RFP document to get the best results and look like a star back at work!

Speakers: [Robert Kelley](#)

4:00 PM - 5:00 PM

#### **Taking a Bite Out of Drug and Imaging Cost**

Both imaging scans and drug therapies eat up a large percentage of employers' total health care spend. This panel will showcase how two public entities are reigning in costs on both fronts. The City of Manchester will explain how they saved over half a million dollars on one drug. The North East Independent School District, 14,000 members strong, is reducing costs on imaging scans, like MRIs, CTs, PETs and Ultrasounds. In only the first year of the program, they're saving tens of thousands of dollars on these routine scans each month. They'll explain how they got the program off the ground with employees and the ongoing education and engagement programs they're using to grow savings month-over-month.

Speakers: [Jane Gile](#),  
[Rob Graybill](#),  
[Steve Tovar](#)

### **Networking**

6:00 PM - 10:00 PM

#### **SALGBA Tuesday Night Event**

Wednesday, May 2, 2018

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8:30 AM - 9:30 AM

**Continental Breakfast**



**General Session**

9:00 AM - 10:00 AM

**Roundtable Recap & Associate Q&A**



Open to all attendees and will provide an overview of discussion points from state and local entity roundtables.

**Breakout Session**

10:30 AM - 11:30 AM

**Leadership Survey Results**



Leadership Series

Speakers: [Edward Esquivel](#)



# SALGBA 2018 NATIONAL CONFERENCE

## AIRPORT

The closest airport is the Jacksonville International Airport (JAX). To view airport information follow this link, [www.flyjacksonville.com](http://www.flyjacksonville.com).

## GROUND TRANSPORTATION

For a list of transportation options to and from the airport, [click here](#).

## HOST HOTEL

SALGBA 2018 will be hosted at the Hyatt Regency Jacksonville. Information to reserve a room is contained in the registration confirmation email. Please follow the link provided as we have more than one block of rooms and reservations will be modified accordingly if booked in the wrong block.

**The public sector entity/jurisdictional rate is \$142 per night plus tax. To reserve a room in the block please complete the housing request form during the registration process.**

**The business entity/association rate is \$199 per night plus tax. [Click here](#) to reserve a room in this block.**

### **HYATT REGENCY JACKSONVILLE RIVERFRONT**

Address: 225 Coastline Drive  
Jacksonville, FL 32202 USA

Phone: 904-588-1234

Fax: 904-633-9988

URL: <http://www.jacksonville.hyatt.com>

Hyatt Regency Jacksonville Riverfront is located in the heart of downtown Jacksonville overlooking the majestic St. John's River. With 116,000 sq. ft. of convention space, the largest from Atlanta to Orlando, you will find the perfect location for any event need. The authentic hospitality you will receive at Hyatt Regency Jacksonville Riverfront will make you feel right at home.

Available Rooms	Rate Per Night	Available Dates
Public Sector Room Block	\$142.00	04/26/2018 - 05/02/2018

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# SALGBA 2018 NATIONAL CONFERENCE

SALGBA understands public sector entities sometimes have budget constraints that prevent employees from attending educational conferences; therefore, SALGBA has created a scholarship fund. Public Sector employees who represent an entity that would not be represented at the national conference due to budget issues may submit a Scholarship Application for either a full scholarship for up to \$1250 or partial scholarship for \$650. The funds can be used toward the conference registration fee, hotel stay, and/or transportation. The deadline is December 31, 2017.

## ADMISSION ITEM

### BUSINESS ENTITY MEMBER

#### Business Entity Member

\$650.00

Discounted Price

\$600.00

If Registered By

Monday, January 1, 2018

Refund Policy

[Details](#)

### BUSINESS ENTITY NON-MEMBER

#### Business Entity Non-Member

\$850.00

Discounted Price

\$800.00

If Registered By

Monday, January 1, 2018

Refund Policy

[Details](#)

### EXHIBITOR REGISTRATION

#### Exhibitor

\$500.00

Discounted Price

\$450.00

If Registered By

Saturday, April 7, 2018

Refund Policy

[Details](#)

### PUBLIC SECTOR MEMBER

#### Public Sector Member

\$300.00

Discounted Price

\$250.00

If Registered By

Monday, January 1, 2018

Refund Policy

[Details](#)

### PUBLIC SECTOR NON-MEMBER

#### Public Sector Non-Member

\$400.00

Discounted Price

\$350.00

If Registered By

Monday, January 1, 2018

Refund Policy

[Details](#)

### GUEST

#### Guest

\$150.00

[View Refund Policy](#)

## SESSION

### SALGBA TOUR SPONSORED BY GEHRING GROUP

#### Public Entity Attendee and/or Guest

\$50.00

[View Refund Policy](#)

#### Business Entity Attendee

\$100.00

[View Refund Policy](#)

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**PAYMENT MESSAGE**

SALGBA accepts Visa, MasterCard, and American Express.  
Payment by check is accepted for members of SALGBA.  
Purchase Orders are not accepted.

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