CALL TO ORDER

Mr. Haste, Chairman of the Board, called the meeting to order at 10:14 a.m.

MOMENT OF SILENCE

Everyone observed a moment of silence.
PLEDGE OF ALLEGIANCE

Everyone stood for the Pledge of Allegiance.

APPROVAL OF MINUTES

There are two sets of Meeting Minutes that will be considered at next week’s Legislative Meeting.

EXECUTIVE SESSIONS HELD BETWEEN MEETINGS

Mr. Saylor reported that there were no Executive Sessions held between meetings.

PUBLIC PARTICIPATION

There was none.

DEPARTMENT DIRECTORS/GUESTS

A. Steve Rohm, National Sales Manager, Financial Marketing Concepts, Inc.
   1. Coast2Coast Rx Discount Card Program

Mr. Rohm stated that the Coast2Coast Discount Prescription Card Program has been approved by the County. The cards have been distributed. It has been out there since the beginning of January. It is a totally free program. There is no cost to the County or to the residents to have this card. The discounts on the prescription drugs are on over 60,000 brand and generic medications. Any drug that is approved by the FDA is eligible for a discount. In 2013, the average discount was about 63.5%. He is still waiting for the 2014 figures. As far as acceptance at pharmacies, every chain pharmacy and every local or regional chain participates. There are about 59,000 pharmacies across the country. If you are traveling and need to use the card you will be able to find a pharmacy. They have a custom webpage that is dedicated specifically for Dauphin County residents so they can print a card or find a participating pharmacy. Coast2Coast is HIPPA compliant. They never see the names of anyone that uses the card. The pharmacy benefit manager/partner has all that information. They never contact anyone for any purpose unless directed to do so by the County. What makes them different is that they have additional healthcare discounts on dental, vision, hearing, lab, imaging, diabetic testing supplies and even veterinary services. They actually pay for those themselves monthly to lease those networks. That keeps those services free for anyone that wants to use them.

Mr. Haste asked if there is a network that residents need to follow and is that on the website.
Mr. Rohm stated that there is a network. That has about 70,000 to 80,000 participating dental providers across the country, with probably 120,000 or 130,000 touch point. As far as the additional services, they ask everyone to call the toll free number that is on the card. They like to track who is using it and then that way they can tell them where they are located, the zip code that they are in and they can tell them where the nearest participating provider is or if their current provider is participating.

Mr. Haste stated that we have had a prescription card program here in the County for a number of years now. The County has done fairly well with it, but the dental was one of the additions that this card has. The other program, the County had to get different cards. It is nice that it is all in one card.

Mr. Rohm stated and there is no cost to the resident or the County for these additional services. You can realize those discounts without paying a monthly or annual fee for an individual or family.

Mr. Hartwick asked if Mr. Rohm can talk about how you can track the level of savings and the outcomes based upon the benefits that are offered in order to justify the decision to move from a NACo prescription/dental card to Coast2Coast.

Mr. Rohm stated on dental Coast2Coast doesn’t track what is done in the offices. They keep track of people that call so in case they call back they know if there is an issue and they want to service them right away. As far as the discount card, they track everything – prescription fills, how many times the card was used, how many times people received a discount, the savings, percentage discount and then there is royalty calculator. Coast2Coast does pay the County $1.25 back on every prescription that is filled that receives a discount. The County would get a report every month. If there is ever a question about the report the Commissioners should contact him.

Some of the economic benefits to Dauphin County – there is no expense for Dauphin County. A royalty is paid back to the County. Coast2Coast shares a royalty back to the County. They don’t charge additional fees to get that. There is also a reduction of costs providing indigent care from this program. They keep people compliant with their drugs. You increase the rate of positive health outcomes. You don’t want people that are not compliant that have issues and they end up in the hospital. It increases purchases at the local pharmacies. They try to boost the local economy. They want the money to stay in the area. There are no eligibility requirements. Everyone qualifies. There are no applications, registrations, approval process or waiting period. If someone is sickly and they may be on ten medications a month, it doesn’t matter. It is activated upon use. They present the card to a participating pharmacy and right then and there the card is active. There are no preauthorization claim forms and no restrictions on the use of the card. If you use it once a month or 120 times in the course of a year it doesn’t matter. One card can cover an entire family. The pharmacy benefit managers, the same way they negotiate drug costs for insurance programs, have negotiated costs for discount cards also. The cardholders receive those discounts. The way they get paid is a dispensing fee is paid on every discounted prescription filled. It is also paid on
insurance and also if someone walks in with cash. There is always a dispensing fee on the backend. They get a piece of that dispensing fee. That is then shared with the County.

Mr. Hartwick asked what a local pharmacy needs to do to become a participating pharmacy.

Mr. Rohm indicated that it is very simple. They can contact the 1-800 number and they will set them up with the PBM and they will get a contract.

Mr. Hartwick stated that there are some local pharmacies that have a presence in Hershey, Middletown, Hummelstown and Steelton that were not on the list. It would be nice to have local pharmacies be part of the program.

Mr. Rohm stated that many times the independents are participating, but they are not aware of it because they work through a buying group. The buying group is the one that is contracted with the PBM. If someone walks into an independent and they will say that they don't accept that card. They really do, but they are not aware of it through their buying group. It is very easy to get them set up.

Mr. Hartwick indicated that he would rather have a formal relationship established.

Mr. Rohm stated that they can do that.

Mr. Haste asked him to walk through the process.

Mr. Rohm stated that the person getting the card puts in a ten digit number. It is totally up to them. All the additional information that is already on the card is for the pharmacy’s use. It acts as an insurance in one way that when that card goes into the computer system at the local pharmacy, as long as you keep going back to that pharmacy that information is already in the system.

Mr. Haste asked if they register that ID number with Coast2Coast.

Mr. Rohm stated that is in the pharmacy system and that is how it goes back to the PBM. When they get information the only thing they get is the drugs that were filled, the number and what pharmacy they were filled at. They do not see individual names or ID number.

Mr. Hartwick asked what the average discount is on what the retail versus prescription card allows for.

Mr. Rohm stated that in 2013 they were 63.5% discount. That translates right around $60 on the average prescription. Some generic there may be a 95% discount and then on some of the branded medications that are newer that might be 5 to 8% discount. It averages out.
Mr. Pries asked for the identification number, it says any ten digit number, it says to add 01, 02 etc. for dependents. It was mentioned that one card could be used by the whole family. He asked how that plays into the card.

Mr. Rohm stated that you can use 01 for a spouse, 02 for a child. When you take the card you will use the same card, but the spouse would be 01.

Mr. Haste stated that if you can use one card per family, why do you need to put the dependents on there.

Mr. Rohm stated that the pharmacy is going to put the information in for the spouse or dependent. Every one of the cards comes with English on the front and Spanish on the back.

Mr. Hartwick stated that Scott Burford did a great deal of review. This card clearly presents significant benefits, not only to residents, but also to the County. The Board just wants to make sure the tracking, based upon what is offered and what is presented, is actually realized and that monthly reports are done so it can be checked to see if it is actually realized.

Mr. Rohm stated that Coast2Coast has over 300 government entities across the country that currently uses the card – from small counties to large counties.

Mr. Pries asked other than the media coverage today, what is the level of getting this information out to the employees and residents.

Mr. Saylor indicated that a number of things have been undertaken, including publications, newsletters, human service departments and Bonnie Kent in the Northern Dauphin area.

Mr. Haste asked how the cards are being sent out. He received a phone call from a senior facility.

Mr. Rohm indicated that they did the distribution back in January of all the participating pharmacies within the county. They do come back within a year and do a second distribution.

Mr. Hartwick stated that it appears that they are to be at all Dauphin County government buildings, MDJ Offices, Northern Dauphin Human Services Center, Library System, Senior Centers and participating pharmacies.

Mr. Burford stated that he was made aware that some of the Senior Centers were missing some cards. He did a quality assurance outreach and made some phone calls with the Centers. For those that did not have any cards, they were personally delivered to the Center or mailed.
Mr. Haste stated that one of the other ways that the card was used in the past is that he has worked with Prime Care, which is the medical coverage team at the Prison and Probation. When folks leave the system, a card will be handed to them. A lot of people that come through the criminal justice system don’t have coverage. They have really been able to increase the usage that way. Mental health is an issue and the County wants to make sure that they get the medication. He asked if cards were provided to Prime Care.

Mr. Burford stated he spoke to Frank last night and cards will be delivered to the Prison shortly.

Mr. Haste stated that if a card is given to everybody that leaves the system, not all those folks live in Dauphin County. He asked if that was a problem.

Mr. Rohm stated that it is not a problem. The card is good anywhere in the United States, Puerto Rico and the Virgin Islands. The group number is Dauphin, PA. Regardless of where the prescription is filled, they still track it based on that group number. That $1.25 still comes back to Dauphin County, regardless of where the prescriptions are filled.

Mr. Haste stated so if someone is a Luzerne County resident and happens to get into Dauphin County’s system, when they leave and go back to Luzerne they can still use it.

Mr. Rohm indicated absolutely.

Mr. Hartwick asked how a facility can obtain cards. If there is a place that wants cards, he asked what the process is.

Mr. Burford stated that they can call the Commissioners’ Office or Coast2Coast.

Mr. Haste asked if this program is on the website.

Mr. Burford indicated that it is.

HUMAN RESOURCES

Ms. Lengle asked if there were any questions on the Salary Board Packet and the Personnel Packet. (There was none.) She indicated that on #12 there are two listed; one is full-time and one is part-time. She will provide a corrected listing. Prior to next week, she should have the name for the fifth security hire.

Mr. Lengle asked for a vote on the Facilities Maintenance Hires. It is New Hires #18, #19 and #20.
It was moved by Mr. Hartwick and seconded by Mr. Pries that the Board approve New Hires #18, #19 and #20.

**Question:** Mr. Haste – Aye; Mr. Pries – Aye and Mr. Hartwick – Aye; motion carried.

**PURCHASE ORDERS**

Mr. Baratucci stated that in addition to the Packet, there were two requisitions that did not get included in the Packet. The first one is for EMA. It is something that they have been working on for a couple of weeks. It is a large purchase and it is being done off of a GSA contract, which is a Federal contract. They finally received the price verification and it was after the report was written. The other one is just for the Controller’s Office. There was a change in vendor. They got a better deal through Capital. Both of these will be added to the Purchase Order Packet for approval next week.

There were no questions. The Purchase Order Packet will be considered at next week’s Legislative Meeting.

**TRAINING PACKET**

The Training Packet will be considered at next week’s Legislative Meeting.

**ITEMS FOR DISCUSSION**

There was none.

**SOLICITOR’S REPORT – JOE CURCILLO, III, ESQ.**

Mr. Curcillo stated that he has nothing to report.

Mr. Hartwick asked for copies of Item D, which was discussed prior. It is back on the Solicitor’s Report.

Mr. Curcillo stated that Item is listed just because it is being followed. It may not actually be on the final report.

Mr. Hartwick asked about Items PP, RR and SS, which are human services matters. He will discuss those with Mr. Lighty.

**CHIEF CLERK’ REPORT – CHAD SAYLOR**

Mr. Saylor reported that he serves on the Capital Area Transit Board. At the meeting last week it was announced that PennDOT has completed their Phase 2 study of Transit Regionalization. He believes a meeting has been scheduled for tomorrow. The CAT
Board is anxiously waiting to hear what PennDOT has to say. Other than that he has nothing to report, unless there are questions of him. (There were none.)

COMMISSIONERS’ COMMENTS

Mr. Hartwick thanked the staff and folks who assisted with the State of County Address. Folks worked hard to ensure that the event went off seamlessly. They appreciate everyone’s assistance in getting the event organized, setting up the tables, etc. He indicated that it is an honor to serve with two individuals who we have faith and confidence in and don’t question motives and have been able to accomplish great things as a result of hard work, not politics. He is grateful to be able to serve in that role.

Mr. Haste indicated that he agrees.

Mr. Pries echoes those comments. He thought it was an outstanding event. A lot of work went into that behind the scenes. He thanked Jeff for giving that shout-out to Marie Rebuck. Marie has done an outstanding job at the County and will be sorely missed.

Mr. Rebuck thanked the Board.

PUBLIC PARTICIPATION

There was none.

ADJOURNMENT

There being no further business, it was moved by Mr. Hartwick and seconded by Mr. Pries that the Board adjourn; motion carried.

Transcribed by: Richie-Ann Martz