

A close-up photograph of two hands. The left hand is holding a single blue pill, and the right hand is holding a single pink pill. The background is a soft, out-of-focus grey. A semi-transparent blue vertical bar is on the left side of the image.

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Case Study: DeSoto Memorial Hospital



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DMH

- DeSoto County, FL
- 49-bed rural hospital
- 4-star CMS hospital
- 2nd lowest median family income in FL
- 338 member self-funded plan

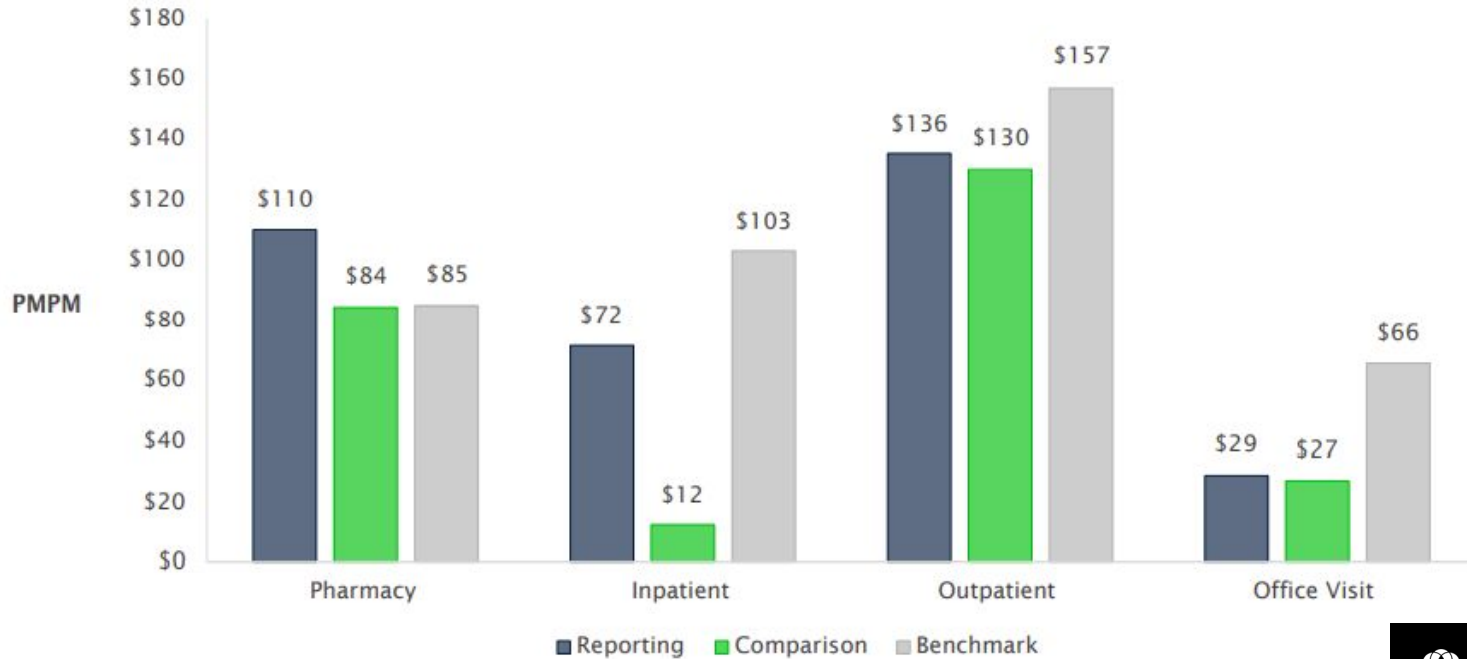




| Direct Primary Care Plan (DPC) | 019 - 020 Employee Per Pay Period Contribution | DMH Annual Contribution |
|--------------------------------|--|-------------------------------|
| Employee Only | \$40.00 | \$9,736 |
| Employee + Spouse | \$100.00 | \$17,488 |
| Employee + Child(ren) | \$120.00 | \$14,640 |
| Family | \$175.00 | \$24,562 |
| Wellness Plan | 019 - 020 Employee Per Pay Period Contribution | DMH Annual Contribution |
| Employee Only | \$50.00 | \$8,656 |
| Employee + Spouse | \$220.00 | \$12,770 |
| Employee + Child(ren) | \$150.00 | \$12,620 |
| Family | \$190.00 | \$22,192 |
| Non-Wellness Plan | 019 - 020 Employee Per Pay Period Contributions | DMH Annual Contribution |
| Employee Only | \$90.00 | |

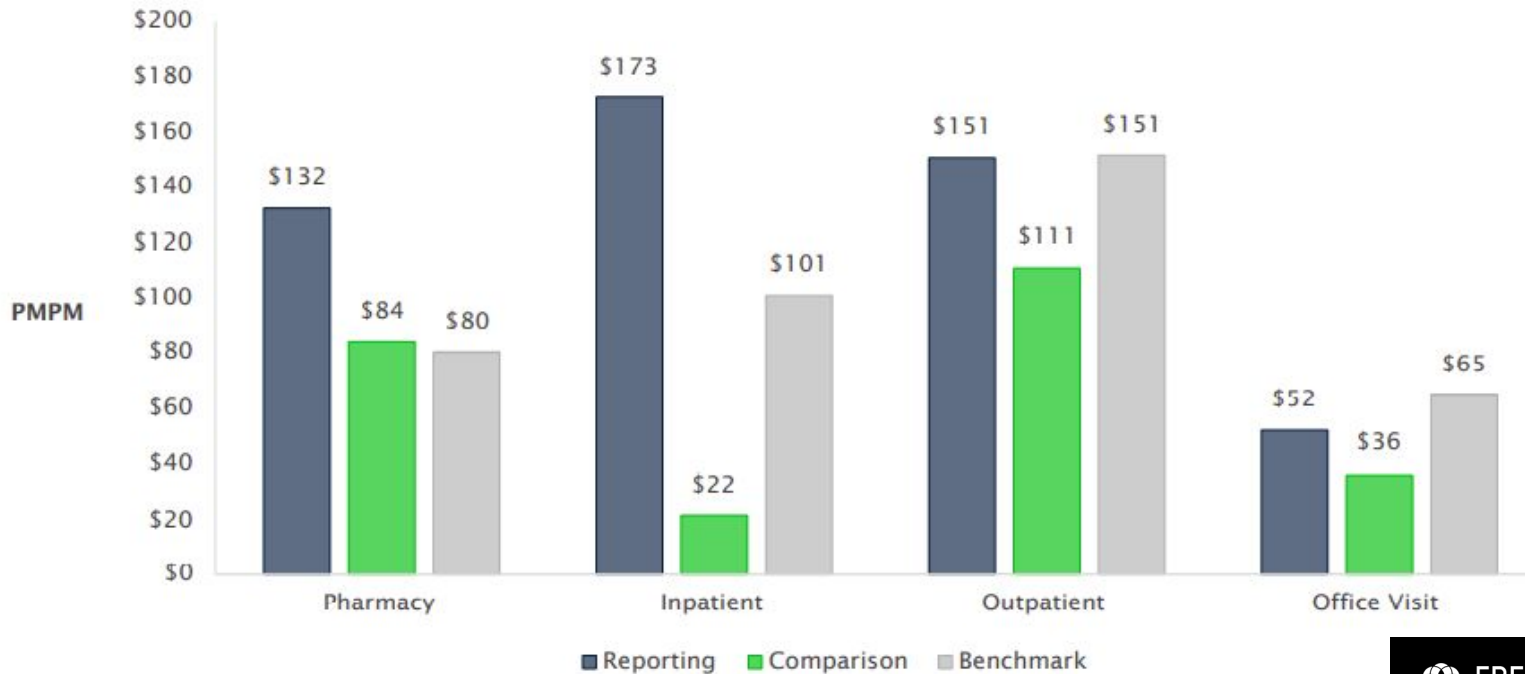
Total Plan

Plan Paid Amount by Service Category



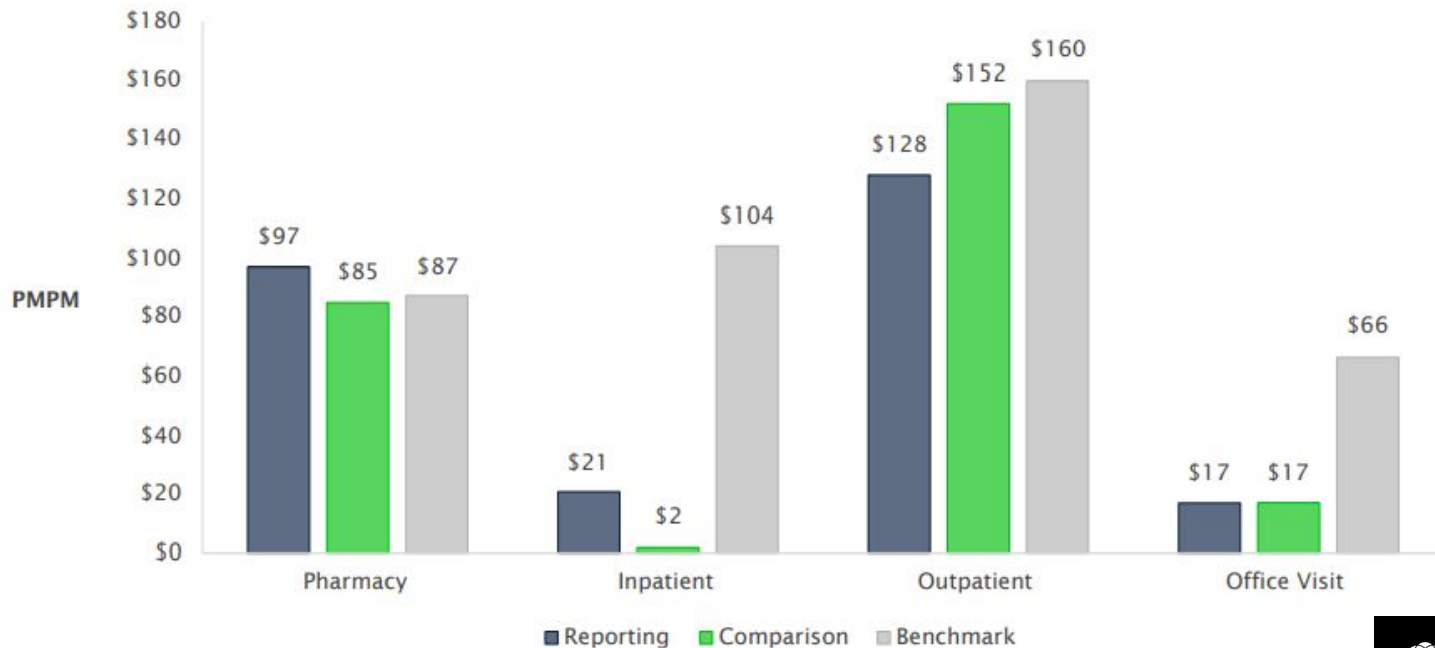
Non-DPC Plan

Plan Paid Amount by Service Category



DPC Plan

Plan Paid Amount by Service Category



Results - 2020

| | DPC | Non-DPC | % Difference |
|--|----------|----------|--------------|
| Paid by plan PMPM | \$262.98 | \$507.51 | 48.2% |
| Total Out Of Pocket PMPM (Copay, Coinsurance, deductible) | \$41.94 | \$76.69 | 45.3% |
| ER visits per 1,000 members | 237 | 494 | 52.0% |
| Specialist spend PMPM | \$5.28 | \$12.55 | 57.9% |
| PCP spend per visit | \$66.28 | \$88.31 | 24.9% |



DPC Plan – Chronic conditions

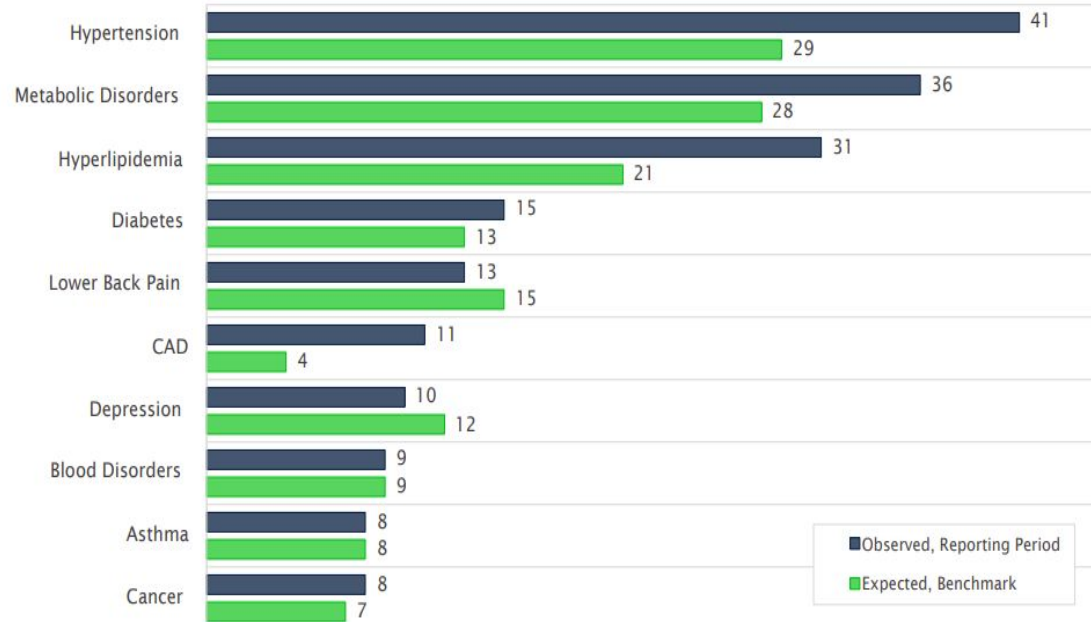
21% more chronic disease per 1,000 members compared to non-DPC

1,152/1,000 vs 951/1,000

Compared to benchmarks
30%-50% higher metabolic
> 100% CAD

Cancer cost driver

Top Conditions by Prevalence



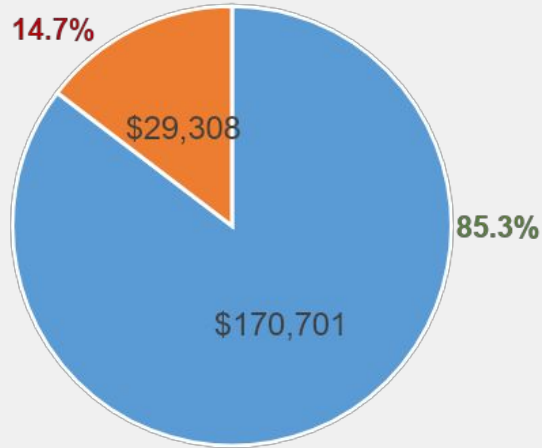
Management costs by category

| PMPM | DPC | Benchmark | % Difference |
|---------------------------------|---------|-----------|--------------|
| Diabetes | \$0.72 | \$4.04 | 82.1% |
| Endocrine / Metabolic disorders | \$1.37 | \$6.59 | 79.2% |
| Cardiac disorders | \$12.22 | \$24.47 | 50.1% |
| Infections | \$1.22 | \$8.81 | 86.2% |
| Dermatology | \$0.65 | \$4.15 | 84.3% |



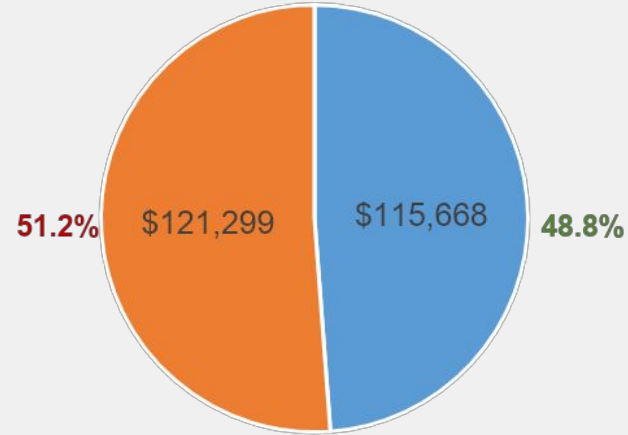
Foreign vs. Domestic spend

DPC



■ Domestic ■ Foreign

Non-DPC



■ Domestic ■ Foreign



Results

- 28% year over year DPC growth
- 20% reduction in employee premiums
- \$0 premium increase in year 2
- Stop loss premium reduction in year 2



Results

- 2018 spend \$1,981,000.00
- 2019 spend \$1,163,000.00

Savings: \$818,000
41.3% savings



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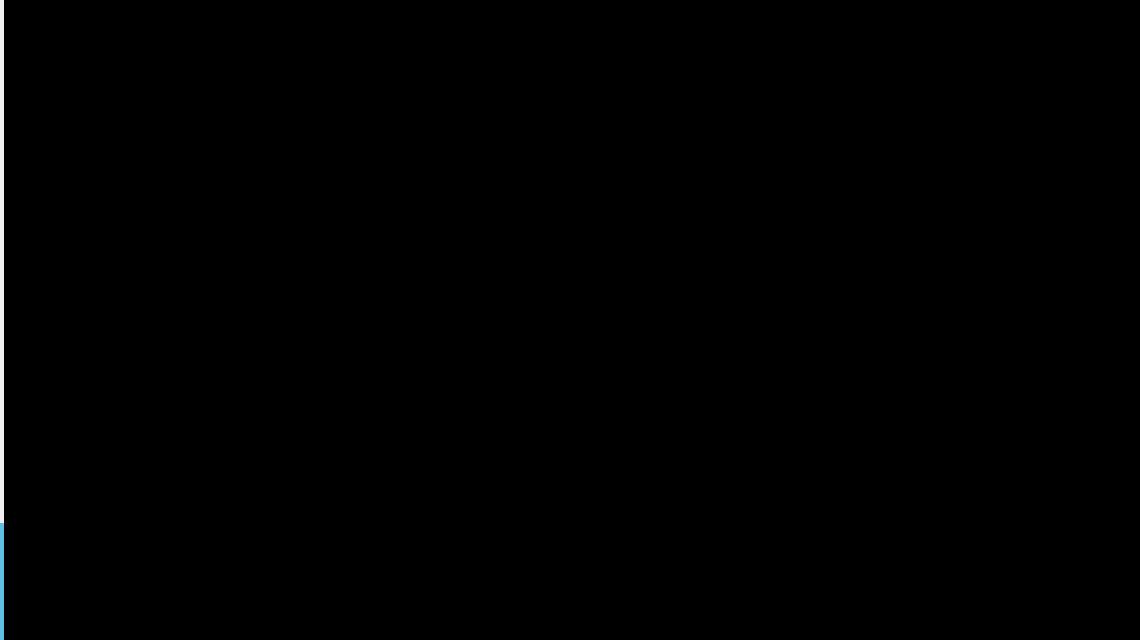
Results

- In 2019 Rural ACOs generated **\$64 per beneficiary** savings



Results

- In 2019 Rural ACOs generated **\$64 per beneficiary** savings
- In 2019, DMH's plan generated **\$2,420 per beneficiary** savings!!



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