



## Weekly Bulletin – May 16, 2025

This Weekly Bulletin is a benefit of your organization's Employer Membership in the Florida Alliance and is meant to **ONLY** be shared within Employer Member organizations unless approval has been given by the Florida Alliance CEO.



### EMPLOYER MEMBER EDUCATIONAL PROGRAMS, REPORTS, RESOURCES AND EMPLOYER LEARNING COLLABORATIVES (ELC)

**Employer Member Benefit: Beyond Cost Shifting: Market Power as the Key Driver of Hospital Prices Webinar – Tuesday, May 20, 1:00PM – 2:00PM EDT**



The ERISA Research Industry Committee (ERIC) and Charm Economics have invited our Employer Members to attend a webinar on May 20 from 1:00PM – 2:00PM. They will be presenting their newest report, *Beyond Cost Shifting: Market Power as the Key Driver of Hospital Prices*. This report explores the validity of the cost-shifting hypothesis and assesses the primary factors influencing hospital pricing within employer-sponsored health plans. While traditional narratives suggest that hospitals offset lower public reimbursement rates by increasing prices for private payers, a growing body of economic research, including studies from the RAND Corporation, the National Bureau of Economic Research, the Kaiser Family Foundation, and the Congressional Budget Office, indicate that market power and provider consolidation are the predominant drivers of negotiated hospital rates.

These findings are consistent with research the Florida Alliance has conducted with Catalyst for Payment Reform over the past few years:

- Click [HERE](#) to access “Advancing Payment Reform in Florida: Recommendations from the Tampa-Orlando Market Assessment and Implications for Statewide Uptake in Paying for Value.”
- Click [HERE](#) to access the “State of Healthcare: Policy Considerations to Constrain Commercial Prices” Report.

To register for the ERIC webinar, click [HERE](#).

Please contact Ashley Tait-Dinger at [ashley@flhealthvalue.org](mailto:ashley@flhealthvalue.org) if you have any questions.

## Employer Member Benefit: Employer Guide and Insights for Oncology Management - Wednesday, May 21, 1:00PM – 2:00PM EDT

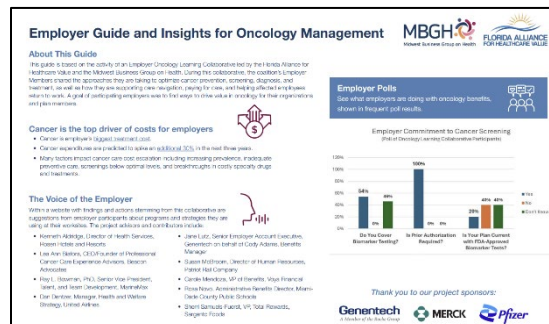
The National Comprehensive Cancer Network has invited Karen van Caulil of the Florida Alliance and Cheryl Larson of the Midwest Business Group on Health to present our recently updated [\*Employer Guide and Insights for Oncology Management\*](#) to a national audience on Wednesday, May 21 from 1:00PM – 2:00PM EDT.

This webinar will highlight our comprehensive resource designed to help employers navigate the complex landscape of cancer care and benefits. Attendees will gain valuable knowledge on how to implement effective strategies that support employees through their cancer journey while managing costs and improving outcomes. We encourage you to join us and take advantage of this opportunity to enhance your organization's role in supporting quality cancer care.

This initiative was initially funded by Affiliate Members Merck, Genentech, and Pfizer. Without their support, this guide would not be possible.

A calendar invitation has been sent to you. If you need it re-sent, please contact Lisa Hain at [Lisa@flhealthvalue.org](mailto:Lisa@flhealthvalue.org)

Please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) if you have any questions.



## National Alliance of Healthcare Purchasing Coalitions “Ending the HIV Epidemic” Project

The Florida Alliance has been selected by the National Alliance to participate in their “Ending the HIV Epidemic” project, which focuses on developing effective strategies to reduce HIV prevalence.

**Employers involved in the project will engage in four virtual workshops, develop a communication strategy, and create key activities that will enhance their organization's health and wellness strategy for 2025 and 2026.** This initiative brings together select National Alliance coalition members in regions with heightened HIV prevalence, mobilizing employer members to assess their current benefits and implement tangible changes to accelerate progress toward ending America's HIV epidemic. **No data will be collected or shared and the names of the participating organizations will not be shared in any verbal or written reports.**

It is not too late to participate in this project. We have room for two more employers. **The kick-off call is being held on Thursday, May 29 from 2:00PM – 4:00PM.** The call will be recorded if you are interested but unable to attend. If you would like to join us for the project or have any questions, please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org).



## Employer Member Benefit: **Register Now!** National Alliance Strategic Leadership Summit – June 9-11, 2025



The National Alliance will host its Strategic Leadership Summit at the Westin Irving Convention Center at Las Colinas in Irving, TX, from June 9-11, 2025.

On Monday, June 9, from 12:00 PM – 5:30 PM EDT, **the National Alliance will feature a Pharmacy Benefit Management (PBM) Hub, designed to equip employers and plan sponsors with the tools needed to take control of their pharmacy benefits and drive meaningful change.**

Registration for the **Summit** and **PBM Hub** must be completed separately. The National Alliance is allocating 10 complimentary tickets to Florida Alliance employer members for admission to the Leadership Summit using the code **NAPURCHASERPASS25**. Rosa Novo from Miami-Dade County Public Schools and our Board Chair is attending these events as well as Emily Stovall from Independent Colleges and Universities Benefits Association. We have 8 more complimentary tickets available – come just us!

Additionally, if you register for the Summit, you will receive one complimentary ticket to attend the PBM Hub, using the code **PBMPURCHASER25**.

To register for the Summit, click [HERE](#) and/or to register for the PBM Hub, click [HERE](#).

If you plan to attend the PBM Hub and/or Summit, please let Karen van Caulil know. She can be reached at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org)



### IN CASE YOU MISSED IT

## How Employers Can Fight the Price Crisis



Catalyst for Payment Reform (CPR) released an article on how the U.S. is facing a healthcare pricing crisis that affects **employees, employers, and public purchasers alike**. As of 2024, employer-sponsored health insurance covers 60% of Americans, making it crucial for plan sponsors to incorporate policy advocacy into their long-term cost containment strategies. Plan sponsors have a fiduciary obligation to act in the best interest of their members.

CPR emphasizes the importance of working through business coalitions (like the Florida Alliance). Through focused and coordinated advocacy, employers can play a key role in lowering healthcare costs, expanding access, and ensuring the long-term sustainability of employee benefits.

To read the article, click [HERE](#).

Please contact Ashley Tait-Dinger at [ashley@flhealthvalue.org](mailto:ashley@flhealthvalue.org) if you have any questions.



## MEMBERSHIP UPDATE

Thank you to **Kalos Services** for joining as our newest Employer Member!

Kalos Services Inc. is a family-owned, full-service contractor based in Clermont, Florida, serving residential and commercial clients across Central Florida since 2005. The company specializes in HVAC, electrical, pool heating, and general construction services, offering comprehensive solutions that eliminate the need for multiple subcontractors. With a team of over 330 employees, Kalos emphasizes quality craftsmanship, integrity, and community involvement, including educational initiatives for young people in the trades.



Thank you to **Ethos Benefits and OpenNetworks** for joining as our newest Affiliate Members!



Ethos Benefits specializes in fiduciary-driven health insurance strategies, aiming to help employers regain control over rising healthcare costs while enhancing the quality of employee benefits. Ethos Benefits offers customized solutions such as self-funded and level-funded health plans, voluntary benefits, and tailored consulting services, with a particular focus on serving public safety sectors like police and fire departments. The firm is also known for its thought leadership, including the documentary "It's Not Personal, It's Just ~~Business~~ Healthcare," which highlights systemic issues in the healthcare industry and advocates for employer-led reform.

OpenNetworks is a nonprofit technology platform dedicated to transforming the U.S. healthcare system through transparency, simplicity, and collaboration. Founded in 2023, it operates as America's first mutual cooperative health network, connecting healthcare providers and purchasers, such as employers and third-party administrators, on an open-access platform. Unlike traditional insurance models, OpenNetworks enables providers to set their own rates and terms, facilitating direct-to-employer contracting and customizable benefit plans. This approach reduces administrative overhead and offers predictable, transparent pricing. By leveraging recent transparency laws and Web 3.0 technologies, OpenNetworks aims to realign incentives, empower stakeholders, and foster a more equitable and efficient healthcare ecosystem.



For more information about these companies and contact information, please visit our website <https://flhealthvalue.org/about/affiliate-members/>

**Independent Colleges and Universities Benefits Association (ICUBA), MarineMax, and Miami-Dade County Public Schools** have renewed their Employer Memberships!

THANK YOU for your continued support and engagement!



**DadeSchools.net**  
Giving our students the world

Thanks also to **Embold Health, Genentech, HPI, ProCare RX, and WTW** for renewing their Affiliate Memberships! We appreciate their ongoing support, as well!



**Please note that not all our valued members grant permission for us to include their logos on our website and in our marketing and informational materials.**

We kindly request that our Employer Members introduce us to other organizations that would be good members of the Florida Alliance and would support our mission and work. Please share their contact information:

- Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) for employer connections
- Ashley Tait-Dinger [ashley@flhealthvalue.org](mailto:ashley@flhealthvalue.org) for solution providers that could become Affiliate Members

Healthcare Advisory Council Members are an invitation-only group. The Florida Alliance Board of Directors issues the invitation to join. Please reach out to Karen if you have any questions about this category of membership.



## AFFILIATE CORNER

### Regenexx: The MSK Care Continuum Trifecta – A Case Study



The School District of Manatee County Florida offers its health plan members a **complete care continuum for musculoskeletal (MSK) conditions**. Since January 2022, members have had the opportunity to access Regenexx, a non-invasive solution bridging conservative care (chiropractic, physical therapy, acupuncture) and traditional invasive orthopedic surgery. A care manager helps members navigate the full range of options available that include other solutions, vendors, and acupuncture.

- Number of Orthopedic Surgeries Avoided from 2022 to 2024: **75**
- Average Regenexx Procedure Cost: **\$8,325**
- Total Savings Versus Surgery: **(\$1,318,776)**
- Total Members on Self-funded Health Plan: **8,000**



**Regenexx is a pioneer in the use of orthobiologics for treatment of MSK issues.** Orthobiologics are naturally derived substances that, when administered into bones, joints, muscles, ligaments, or tendons, can support the body's natural healing processes. These substances are derived from a patient's blood and/or bone marrow concentrate (BMC) containing stem cells. Beginning in 2005, Regenexx has developed proprietary methods using a patented protocol that optimizes the extraction, processing, and delivery of the patient's orthobiologics.

Up to 70% of MSK issues can be treated by physicians credentialed in the Regenexx image-guided, dose specific utilization of SCP injectate, a super-concentrated platelet-rich plasma (PRP), Regenexx PL (platelet lysate) injectate, and/or Regenexx SD injectate utilizing BMC derived stem cells.

"Our goal is to attract and retain excellent talent" says School District of Manatee County Administrator of Employee Benefits, Tracy Moore, M.Ed., PHR. "By providing our members access to Regenexx, those that are candidates for the option will avoid the risks of invasive surgery and its long recovery time. The key is to educate our members that Regenexx is an option for them. We do so by sending out a Regenexx specific benefit card to all member households, discuss it during open enrollment/new hire orientation, and feature information about Regenexx in our Wellness Newsletter. Our Quantum Health Care managers also educate our members about the option."

One School District employee that credits Regenexx for being able to sleep pain free and play golf again is Scott Hansen, Chief Technology Officer. "Before being treated by Regenexx doctor Ron Torrance, my pain level was significant - 10 plus. I had serious issues with my shoulder causing me to literally lose sleep. I couldn't lay down; I had to sleep in my recliner to avoid rolling on my shoulder. Dr. Torrance utilized the Regenexx SD injectate for my shoulder and today I am pain-free. We are fortunate that the School District offers its members the Regenexx option as a covered benefit."

Regenexx is an Affiliate Member of the Florida Alliance for Healthcare Value. To learn more about its program, contact Jeff Scarpinato, MHA, Executive Vice President, Regenexx Corporate at [jscarpinato@regenexx.com](mailto:jscarpinato@regenexx.com) and/or go to the Regenexx Corporate Website: <https://regenexxcorporate.com/>. [Regenexx Introductory Video](#).

**The Central Florida Health Care Coalition, Incorporated d/b/a Florida Alliance for Healthcare Value is providing this information to our employer members solely in our capacity as a 501c3 nonprofit education organization and not as advice in any capacity. The information that is not in the public domain is private and confidential.**