

**SEMINOLE COUNTY GOVERNMENT  
AGENDA MEMORANDUM**

**SUBJECT:** Local Health Council of East Central Florida, Inc.

**DEPARTMENT:** Community Services    **DIVISION:** Administration

**AUTHORIZED BY:** Phillip C. Stalvey    **CONTACT:** Phillip C. Stalvey    **EXT.** 3100

<b>Agenda Date</b> <u>02/08/05</u>	<b>Regular</b> <input type="checkbox"/>	<b>Consent</b> <input checked="" type="checkbox"/>	<b>Work Session</b> <input type="checkbox"/>	<b>Briefing</b> <input type="checkbox"/>
	<b>Public Hearing – 1:30</b> <input type="checkbox"/>		<b>Public Hearing – 7:00</b> <input type="checkbox"/>	

**MOTION/RECOMMENDATION:**

Board of County Commissioners approve appointment of Gregg D. MacDonald as the health care purchaser, to the Board of Directors of the Local Health Council of East Central Florida, Inc.

**BACKGROUND:**

The general nature of the objects and purposes of the Local Health Council of East Central Florida, Inc. shall be:

- To serve as the official, legal and direct link between the various Boards of County Commissioners in Seminole, Brevard, Orange and Osceola counties to develop a district health plan and serve as a catalyst in efforts to implement recommendations contained in said health.
- To provide for the soundness of programs, priorities and services.
- To determine jointly with the service providers, service users and various communities within the four (4) county area, the extent of health needs and resources of the four (4) county area.
- To receive and disburse funds for the development of a District Health Plan for Brevard, Orange, Osceola and Seminole Counties and implementation efforts in furtherance of the District Health Plan.

The Councils twelve member Board of Directors consists of representatives of Seminole, Brevard, Orange and Osceola Counties. The appointees shall be representatives of Health Care Providers, Health Care Purchasers, and Non-Governmental Elderly and Health Care Consumers.

One candidate is presented for your consideration.

**Gregg D. MacDonald**

Mr. MacDonald, currently the Vice President, Network Management of UnitedHealthcare in Central/North Florida, is presented for your consideration to be appointed as the Health Care Purchaser for a two-year term beginning February 8, 2005 and expiring February 8, 2007.

<b>Reviewed by:</b>
<b>Co Atty:</b> _____
<b>DFS:</b> _____
<b>Other:</b> _____
<b>DCM:</b> <u>SS</u>
<b>CM:</b> <u>KS</u>
<b>File No.</b> <u>ccs01</u>

January 12, 2005

Chairman, Board of County Commissioners  
County Services Building  
1101 East First Street  
Sanford, FL 32771

To Whom it May Concern:

Enclosed is my application to become a member of the Central Florida Local Health Care Council. I am a Seminole County resident and am interested in applying my local and national knowledge of the healthcare industry to this board. As my enclosed resume indicates, I have broad industry knowledge from the insurer perspective and more than five years expertise specifically related to Central Florida.

I appreciate your consideration and look forward to working with your organization. Please feel free to call me at (407) 659-6915 if you would like to further discuss my interest.

Sincerely,

A handwritten signature in black ink that reads "Gregg MacDonald". The signature is written in a cursive style with a large, looped initial "G".

Gregg MacDonald

cc: Phil Stalvey

# SEMINOLE COUNTY

## APPOINTMENT INFORMATION FORM

Please type or print the application in black ink and mail to  
Chairman, Board of County Commissioners  
County Services Building  
1101 East First Street  
Sanford, FL 32771

**NOTE:** A resume or separate sheet with additional information may be included with the application. Please note that you are responsible for updating information on this form. Please call or write the County Commission Office to advise of any changes.

DATE: January 12, 2005

NAME: MacDonald Gregg David  
(Last) (First) (Middle)

ADDRESS: Home: 1609 Cherry Ridge Drive, Lake Mary, FL 32746  
Office: 495 N Keller Road, Suite 200, Maitland, FL 32751

PHONE: Home: (407) 333-0807 Office: (407) 659-6915

EMPLOYER: United Healthcare

POSITION: VP, Network Management HOW LONG: 2 years

EDUCATION: School Degree(s)  
High School Upper Dublin (PA) HS Diploma  
College University of Delaware Bachelor of Science

If you currently or have ever held a professional or business license or certificate, please provide the title, issue date and issuing authority. If any disciplinary action has been taken, please state the type and date of the action taken:

N/A

Please list the Boards or Committees on which you would prefer to be considered for appointment:

Central Florida Local Health Council

Do you wish to be considered for other Boards? Yes ( ) No ()

Please state your experience and interests that you feel would qualify you as a candidate for appointment to the Board/Committee(s):

I have been a Seminole County resident for more than 5 years.  
I work for a large national healthcare insurer and am very  
involved in the local healthcare arena as well as engaged in the  
evolving healthcare national perspective.

Florida law requires that members of certain boards file a detailed financial disclosure form. Would you be willing to serve on such a board? Yes () No ( )

Are you a resident of Seminole County? Yes () No ( )  
Are you a registered voter? Yes () No ( )

Do you own property in Seminole County? Yes  No   
 Have you ever served on a County Board? Yes  No   
 If yes, when and which board(s)? \_\_\_\_\_

Seminole County strives to ensure that all County Boards are representative of the community. To assist in this endeavor, please check the applicable boxes:

Race: Black ( ) Caucasian[non-Hispanic]  Hispanic ( ) Other ( )  
 Sex: Female ( ) Male   
 Date of Birth: 05-30-1964

**REFERENCES:**

Name	Address	Phone
Matthew Davies	495 N Keller Rd, Maitland, FL 32751	(407) 659-6907
Dale Moore	738 Chelmsford Circle, Newark, DE 19710	(302) 738-7521
Marc Malloy	1100 Circle 75 Pkwy, Suite 1400, Atlanta GA 30339	(678) 202-2104

The Appointment Information Form, when completed and filed with the County Commission Office, is a PUBLIC RECORD under Chapter 119, Florida Statutes, and therefore is open to public inspection by any person.

I understand the responsibilities associated with being a Board member, and I have adequate time to serve on the above Board(s).

  
 \_\_\_\_\_  
 Signature

**CLOSE WINDOW**

**GREGG D. MacDONALD**  
1609 Cherry Ridge Drive  
Heathrow, Florida 32746  
Home: (407) 333-0807, Work: (407) 659-6915  
Cell Phone: (407) 687-5433

## **EXPERIENCE**

### **UnitedHealthcare of Florida**

#### **Vice President, Network Management (January 2003 – Current)**

- Manage department responsible for all aspects of hospital, ancillary and physician contracting and related medical expense management for Central and North Florida.
- Assume leadership role in largest provider negotiations.
- Develop and implement strategic plans for medical cost reduction, provider education, electronic connectivity improvements and provider issue resolution.
- Implemented contracts that resulted in unit cost trends below aggressive targets in 2003 and 2004.
- Developed strategies and expanded networks into three new counties. Expanded overall hospital network by 10% and physician network by 5%.
- Implemented unique physician strategy that resulted in conversion of 85% of all network physicians to standard contracts and fee schedules.
- Served as Chief Financial Officer for Central and North Florida during 2003.
- Led nation in metric measurement of network performance during 2003.
- Work closely with sales and National Account Management to help manage large cases and participate in sales opportunities.
- Work Closely with clinical management to profile and educate physicians and improve provider satisfaction.
- Implemented process that resulted in 100% timely loading of new and renewing contracts in 2003 and 2004.
- Participate in several national work teams and volunteered to pilot several new initiatives.
- Serve on local medical-related boards and is very active in the local healthcare community.

### **CIGNA Healthcare of Florida**

#### **Assistant Vice President, Contracting and Provider Services, Florida (November 2001 – December 2002)**

- Responsible for all aspects of facility, ancillary and physician contracting for the state of Florida, Puerto Rico and US Virgin Islands.
- Assumed leadership role in largest provider negotiations.
- Developed and implemented strategic plans for medical cost reduction, provider education, communication improvements and provider issue resolution.
- Served as local Executive Sponsor for Orlando, Jacksonville and the Florida Panhandle. Had general responsibility for market financial performance, sales and marketing and local office management for Orlando and Jacksonville markets.
- Implemented strategy that led to network expansion and subsequent substantial growth in Brevard County.
- Developed concentric networks in all Florida markets producing smaller networks of high quality, low cost providers.
- Implemented Jacksonville hospital contracting strategy to facilitate entry into an under performing market.
- Used unilateral amendment process to recontract most of the Florida physician network to standard contracts and reimbursement schedules.
- Worked closely with local and national account sales teams and their key customers as a main point of contact for all provider issues and medical cost concerns.
- Hired key staff members to improve overall quality of network team.

**GREGG D. MacDONALD**  
Continued

**Aetna U. S. Healthcare**

**Senior Network Manager Central Florida (December 1999 – November 2001)**

- Managed unit responsible for all aspects of facility, ancillary and physician contracting, provider relations, practice management, market financial performance and medical cost management for the metropolitan Orlando geographic region.
- Assumed leadership role in largest provider negotiations.
- Developed and implemented medical cost reduction plans that led to unit cost trends below budgeted targets.
- Worked closely with marketing and key customers as a main point of contact for all provider issues and medical cost concerns. Main focus Walt Disney World, Lockheed Martin, Consortium and the County of Brevard accounts.
- Successfully coordinated network integration of the Aetna U.S. Healthcare and Prudential Healthcare provider networks.

**Ernst & Young, LLP**

**Actuarial Consultant (October 1998 – November 1999)**

- Provided health actuarial and financial consulting services to insurance companies, provider organizations, hospitals and financial institutions.
- Developed new client relationships with overall focus on revenue growth. Marketed firm's services and products to new and existing customers generating billable hours in excess of \$300,000.
- Participated in consulting engagements that focused on contractual requirements, financial forecasting, IBNR calculations, downstream risk and capitation modeling, Risk Based Capital, hospital reimbursement rates, due diligence related to merger and acquisition and cost and utilization benchmarking.
- Participated in National projects focused on methodologies for medical cost reduction in Prescription Drug and Diagnostic Care.

**Aetna U. S. Healthcare/ U. S. Healthcare**

**Regional Chief Financial Officer/Director Provider Pricing (October 1996 – October 1998)**

- Managed Southeast Regional Finance unit responsible for all aspects of financial planning, budgeting, and medical cost reduction for the geographic region spanning from Maryland through Florida.
- Coordinated efforts between regional General Managers and corporate finance senior management to develop and implement regional strategic approach regarding profitability.
- Represented the regional finance department for Quarterly business reviews conducted by the company president and his senior staff.
- Developed regional medical cost trends and premiums filed by Actuarial. Participated in large case underwriting.
- Responsible for all medical economic pricing contracting parameters including downstream risk contracting, primary and specialty capitation systems and regional fee schedules.

**Assistant Vice President/Director Actuarial Department (June 1994 - October 1996)**

- Managed Actuarial unit responsible for Point of Service product lines.
- Developed rates, analyzed premium and claims and developed management tools.
- Filed rating manuals and cultivated relationships with state insurance departments for new and existing products. Approved filings include: Commercial and Medicare Point of Service, Indemnity Health and Dental, Commission and Stop Loss in most Eastern seaboard states.
- Documented, assessed and distributed membership information by product.
- Participated in underwriting or large cases and RFP preparation. Participated in customer presentations.

**GREGG D. MacDONALD**

Continued

**Blue Cross Blue Shield of Delaware**

**Manager Actuarial Services (February 1992 - June 1994)**

- Supervised both clerical and professional level employees in the Actuarial/Underwriting Department primarily responsible for underwriting.
- Oversaw the production of monthly renewal, settlement, annual reports and ERISA 5500 developments for all Local, National and government-based fully and self-insured accounts.
- Met with prospective and existing plan sponsors to discuss rate proposals, financial results and arrangements.
- Developed rates for new accounts. Determined pricing levels for new products and participated in new product development, particularly Preferred Provider Organization and Point of Service.

**HMO of Delaware and IPA Rating Specialist (August 1985 - February 1992)**

- Responsible for all actuarial functions for the Staff Model HMO and the IPA model HMO.
- Develop, analyze and set monthly claim reserves.
- Coordinated medical cost trend and utilization reports.
- Developed financial forecasts. Documented and prepared information for quarterly rate filing.
- Collected data, rated accounts, prepared ERISAs and settlements for existing customers.

**EDUCATION**

**University of Delaware, Honors Program, Newark, Delaware**

Bachelor of Science in Mathematics with concentration in Statistics, minor in Psychology, 1985

**SKILLS/ACHIEVEMENTS**

- Winner of UnitedHealthcare's 2004 President's Award
- Active participant in the Central Florida Healthcare Coalition
- Board member of Howard Phillips Center for Children and Families
- Served on Business and Insurance subcommittee for the Winter Park Health Foundation
- Successful completion of Society of Actuaries courses 100, 110, 130 and 135.