



Crowne Consulting Group

News Release

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GOVERNMENT LEADERS ACROSS CENTRAL FLORIDA GATHER FOR CROWNE'S SUMMIT ON INNOVATIONS FOR ONSITE HEALTHCARE

Cities and school districts met with Crowne Consulting Group for a Summit on Jan. 15 to assess the growing number of employee health and wellness centers.



Jan. 23, 2013 (Ocoee, Fla.) – Central Florida has become a hub of innovation in employee healthcare. Since 2008, onsite employee health and wellness centers have been popping up across Florida and pushing down employer healthcare costs.

Last Tuesday, government representatives met to discuss the benefits they've reaped from implementing onsite care centers. They also formed strategies to enhance care by sharing healthcare center access with neighboring municipalities.

Attendees of the 1st Annual Crowne Summit included, the School District of Lake County, City of DeLand, City of Kissimmee, City of Leesburg, City of Lake Mary, City of Mount Dora, City of Ocala, City of Ocoee, City of Oviedo, and City of Sanford. All entities are working with Crowne Consulting Group and CareHere to manage onsite employee health and wellness centers.

[Crowne Consulting Group, Inc.](#), an employee benefits consulting firm, is co-administrators of more than 25 health centers throughout Florida, helping Tennessee-based partners [CareHere, LLC](#) surpass a milestone of 100 centers nationwide.

Onsite health and wellness centers help employers cut health costs through onsite medical care and wellness programs. Health center services typically include primary care, occupational services, pharmacy, disease management, x-rays, and wellness services along with the employee benefits of zero copays, free screenings, free generic prescriptions, and increased physician face-time.

All centers are staffed by a physician and other supporting medical staff. In addition to providing primary care, chronic disease management and medication, the centers also focus on providing health risk assessments (HRAs), which is a short health examination with blood draw to assess a patient's risk for diseases and conditions.

Mitigating risks early and keeping employees healthy have prompted positive financial results, including: 10 percent reductions in plan costs, 15 percent decreases in prescription costs, drastic reductions in sick time, and millions of taxpayer dollars saved.

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“We’ve saved over \$3M since opening our health center,” said Robert Frank, City Manager for Ocoee, which is approaching its five-year anniversary for onsite care for its 350 employees.

Jerry Boop, Finance Director for the City of Oviedo, spoke of similar results. “Crowne has left their footprint on our organization. The City’s healthcare costs are down significantly and are currently trending around 3 percent. We all know that’s a huge accomplishment.”

And they’re not alone. The City of Ocala’s team thanked Crowne for helping them to improve efficiency in a tough economy. The center is one of “our crown jewels,” according to Catherine Cameron, Assistant City Manager. The City saved enough money to go from fully-insured in 2009 to being self-insured within a year of opening its doors.



*Left to Right:
Jerry Boop of City of Oviedo,
Brian Branham of Crowne, and
Fred Fosson of City of Sanford.*



*Left to right: Lynn Viselli,
Jared Sorensen, and Catherine
Cameron of the City of Ocala.*

“Prior to opening the clinics, our premium increases were trending around 10 percent annually. Since we put in the clinics, we’ve been able to keep that down consistently to just 2 percent,” said Jared Sorensen, Director of Human Resources and Risk Management for Ocala. “We also utilized CareHere’s wellness program last year and tied an incentive program to our premiums so that those completing HRAs and following up with doctor care benefited from lesser premiums. This has provided great success in identifying risks and controlling costs.”

Mark Hayward, Human Resources Director for the City of DeLand, says they’ve seen a \$145,000 drop in combined workers’ compensation and medical costs since opening in November of 2010. DeLand also struck a deal with the local hospital to allow employees easier access to specialized medical care.

Collaboration was a running theme at the summit, as most entities remarked that they were open to discussing the idea of access sharing, which would allow their employees an opportunity to visit nearby CareHere health centers operating under neighboring counties and cities.



*Mark Hayward of City of DeLand
with Ray Tomlinson of Crowne.*

A partnership example is the City of Ocoee sharing with the City of Apopka to extend the convenience of easy access for employees living in different areas. The Cities of Mount Dora and Leesburg also have an access-sharing agreement for their onsite health centers.

In addition to multi-entity sharing, some have gone the route of opening more than one location, such is the case with Lake Schools, which is in the process of opening their third onsite health center this year for its more than 5,000 employees, dependents, and retirees.

“The centers have been a great success and employees are asking for more locations. Plus, we didn’t have to raise healthcare premiums on our employees this year,” said Carol MacLeod, Chief Financial Officer for Lake Schools, which began working with Crowne and CareHere in 2011.

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Attendees of the summit took notes while listening to these exciting results. The Cities of Lake Mary and Sanford, who just launched onsite centers within the past few months, hope for similar results, while the City of Kissimmee is counting the days until their first center opens in April.

“These employers deserve a round of applause for implementing solutions that actually lower health costs while enhancing employee care,” added Dan Ross, president of [Med-Vision LLC](#) and [Med-View LLC](#), which provides healthcare data analytics and benefits consulting for Crowne.

Prior to posing for a team photo and pictures with smiling clients and vendors, Ray Tomlinson, president of Crowne Consulting Group gave the following statement:

“We are thrilled to hear so much positive feedback from clients who are decreasing healthcare costs and improving quality of care for their employees. The fact that more centers are opening soon means that Florida is on the leading edge of employer-driven healthcare reform. Additionally, this idea of clients sharing access in neighboring areas could extend greater convenience for employees while increasing access to affordable care.”

[About Crowne Consulting Group, Inc:](#)

Crowne Consulting Group, Inc., founded in 1986, consults and provides administrative oversight services for onsite health and wellness centers to employers and is a related company with The Crowne Group, an employee benefits consulting firm, specializing in employer solutions and personal lines of insurance. Crowne’s experts have a cumulative 100 years of experience in serving public sector employers such as school boards, city and county government, as well as private organizations. The firm’s mission is to bring innovative solutions that meet the fiscal responsibility of employers and maximizes investments. Solutions for consumer-driven plans include health reimbursement arrangements, self-funded plans, onsite health and wellness centers, as well as risk management and human resources consulting.

Call 407-654-5414 to learn more about corporations, school districts, and government agencies implementing on-site health and wellness centers for their employees. More event photos are at: www.crowneinc.com/news or e-mail rtomlinson@crowneinc.com.

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***Crowne Consulting Group & CareHere Team Members
1st Annual 2013 Crowne Summit
Held 1/15/2013 at MetroWest Country Club in Orlando, FL.***

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