



CareSource
Workforce Development Approach



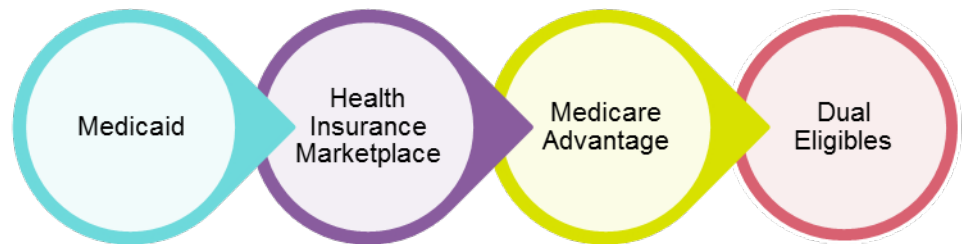
Our MISSION

To make a lasting difference in our members' lives by improving their health and well-being.



CARESOURCE

- A nonprofit health plan and national leader in Managed Care
- 30-year history of serving low-income populations across multiple states and insurance products
- Currently serving members in Georgia, Indiana, Kentucky, Ohio and West Virginia
- 4,000+ employees located across 21 states

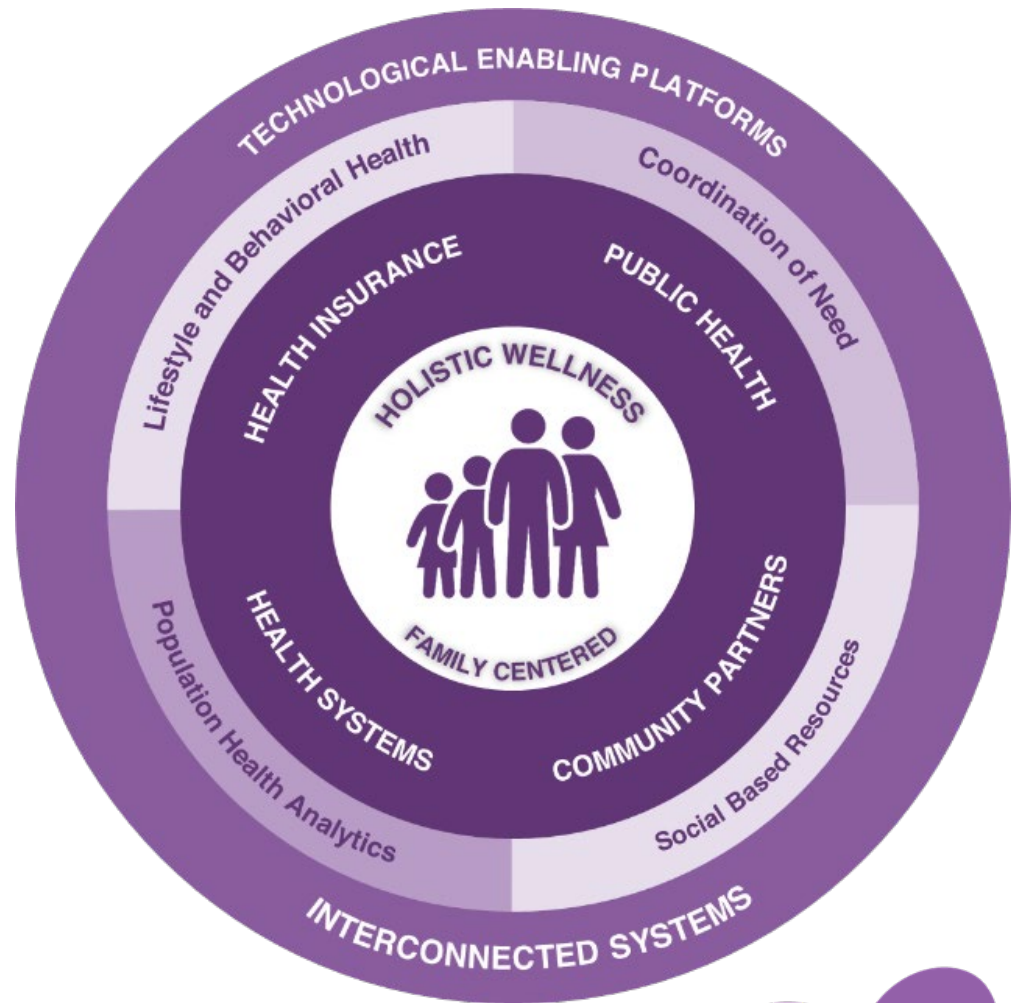


1.85M
members

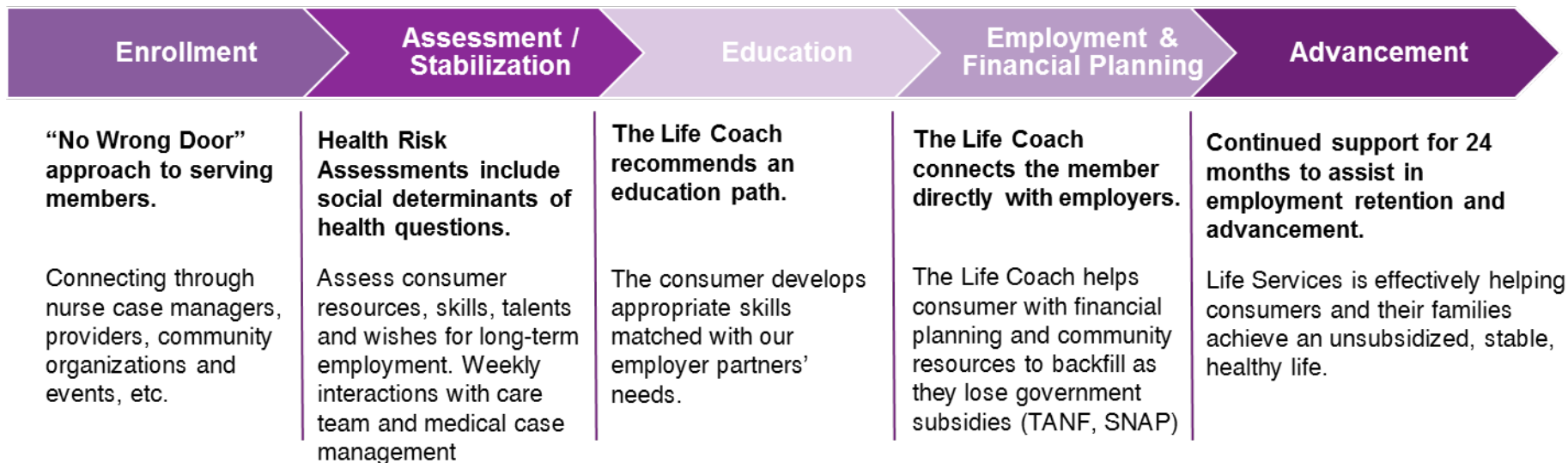


CareSource Population Health Strategy

- Helping members attain a healthy and purposeful life and well-being
- Achieving health equality and eliminating disparities
- Promoting nurturing environments for children to prevent serious health problems later in life
- Promoting healthy development, balanced behaviors, and optimal well-being across all life stages



JOBCONNECT PROGRAM



Life Coach

Provides one-on-one coaching and development to participants.

Employer Relations Specialist

Builds and manages relationships with local employers who are interested in hiring JobConnect members.

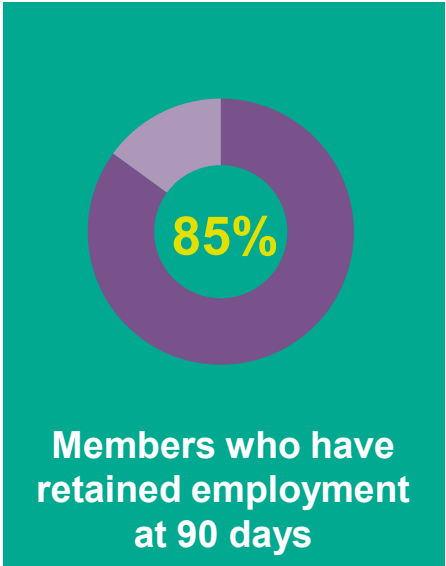
Education/GED & Skills Training

- In 2017, overall student graduation rate was 85%; for those from low-income families it was 78%
- Individuals who do not have a high school diploma or GED earn approximately 28% less than a person with diploma or GED
- 366 CareSource members have completed education courses since enrolling in JobConnect



CONSUMER IMPACTS

*As of 5/20/2019



No comparable program in America is yielding these results.
CareSource Proprietary

HEALTHCARE IMPACTS



Claims comparison of all members in JobConnect as of 12/18. 6 months of claims prior to enrollment vs. all claims post enrollment. n= 2,504

20% reduction in ED use

Expected Outcome

22% decreased outpatient spend

Expected Outcome

16% increased Rx cost per claim

Expected Outcome – Members are filling medications on a regular basis vs. intermittently

JobConnect Top Tier Employer & Community Partners

Key Employer Partners

- Hospitals & Healthcare
- Airport Employment & Training Center
- FedEx
- Rouge Fitness Equipment
- American Senior Communities
- Synchrony
- Fuyao
- Wright-Patt Credit Union

Key Community Partners

- Local & Regional Food Banks
- HOPE Atlanta, Inc.
- Goodwill Industries
- Urban League Chapters
- Department of Family & Children
- Atlanta Public School System
- State workforce programs
- Clothes that Work





OUR APPROACH

CareSource *JobConnect*

WHAT MAKES OUR EMPLOYMENT PROGRAM UNIQUE?

- **Leverages an integrated traditional health care model and a new program through our Life Services model to address one of the social determinants of health program**, which re-envision's CareSource's role in its members' lives.
- **Provides individualized risk assessment, case management and coaching assistance** to stabilize members by addressing their member-specific health and social obstacles before attaining (and retaining) long-term employment and self-sufficiency. JobConnect has been successful with both urban and rural populations.
- Focuses on both **education/job skill completion** as well as employment for members in high-demand industries
- **Partners with employers over the long-term** to provide a pipeline of work-ready candidates for real world positions and to support employee advancement for 24 months post hire.

Let's Meet Juan*



Day 1:

- Called CareSource to get help, intoxicated and doesn't remember much of the call
- No HS Diploma, No Driver's License due to DUI, working part-time with inconsistent hours
- Referred to treatment program and Life Services

Life Action Plan:

- Began Outpatient Treatment Program & met with Life Coach
- Enrolled in HSE/GED program
- Worked to get driver's license re-instated through county courts
- Enrolled in job training program in HVAC and Electrical Systems

As of Today:

- 1 year of sobriety
- Has his driver's license
- Working at full time at \$14 per hour
- Continuing to work on completing HSE/GED and HVAC training
- Future plan of buying a car



Christina Turner

Executive Vice President, Strategy & Business Development

Christina.turner@caresource.com