



MISSOURI HOUSE OF REPRESENTATIVES  
**WITNESS APPEARANCE FORM**

BILL NUMBER: <b>HB 1627</b>		DATE: <b>3/4/2024</b>	
COMMITTEE: <b>Health and Mental Health Policy</b>			
<b>TESTIFYING:</b> <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>ARNIE C. "HONEST-ABE" DIENOFF-STATE PUBLIC ADVOCAT</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: <b>arniedienoff@yahoo.com</b>		ATTENDANCE: <b>Written</b>	SUBMIT DATE: <b>3/4/2024 11:53 PM</b>
<b>THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.</b>			



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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>CHRIS GERONSIN, RPH</b>		PHONE NUMBER: <b>314-276-8600</b>	
BUSINESS/ORGANIZATION NAME: <b>BEVERLY HILLS PHARMACY</b>		TITLE: <b>RPH PRESIDENT</b>	
ADDRESS: <b>7150 NATURAL BRIDGE</b>			
CITY: <b>ST. LOUIS</b>		STATE: <b>MO</b>	ZIP: <b>63121</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>ERICA CRANE</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE:		SUBMIT DATE: <b>3/4/2024 12:00 AM</b>
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<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>ERICA MAHER</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL:	ATTENDANCE:		SUBMIT DATE: <b>3/4/2024 12:00 AM</b>
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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>JACQUELINE BARDGETT</b>		PHONE NUMBER: <b>573-634-8760</b>	
REPRESENTING: <b>WALGREENS</b>		TITLE: <b>LOBBYIST</b>	
ADDRESS: <b>205 E CAPITOL AVE</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL: <b>jacque@bardgett.net</b>	ATTENDANCE: <b>Written</b>	SUBMIT DATE: <b>3/4/2024 2:52 PM</b>	

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**Walgreens supports the principals in House Bill 1627, which will bring fairness and transparency into the pharmacy reimbursement process.**



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<b>WITNESS NAME</b>		
<b>REGISTERED LOBBYIST:</b>		
WITNESS NAME: <b>JORGEN SCHLEMEIER</b>		PHONE NUMBER: <b>573-634-4876</b>
REPRESENTING: <b>MISSOURI PHARMACY ASSOCIATION</b>		TITLE:
ADDRESS: <b>213 E. CAPITOL AVE.</b>		
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>
		ZIP: <b>65101</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>
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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>LAURA HAYNES</b>		PHONE NUMBER: <b>573-734-8588</b>	
BUSINESS/ORGANIZATION NAME: <b>HEALTHY LIFE PHARMACY</b>		TITLE: <b>OWNER</b>	
ADDRESS: <b>1013 CEDAR STREET, STE B</b>			
CITY: <b>BISMARCK</b>		STATE: <b>MO</b>	ZIP: <b>63624</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>MARTIN HINTERLONG</b>		PHONE NUMBER: <b>314-780-3169</b>	
BUSINESS/ORGANIZATION NAME: <b>THE MEDICINE SHOPPE #0961</b>		TITLE: <b>PHARMACY OWNER</b>	
ADDRESS: <b>920 PLAZA DRIVE, SUITE H</b>			
CITY: <b>ST. CLAIR</b>		STATE: <b>MO</b>	ZIP: <b>63077</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>		
<b>INDIVIDUAL:</b>		
WITNESS NAME: <b>NATALIE WOLF</b>		PHONE NUMBER:
BUSINESS/ORGANIZATION NAME:		TITLE:
ADDRESS:		
CITY:		STATE:                  ZIP:
EMAIL: <b>wolfnat41@gmail.com</b>	ATTENDANCE: <b>Written</b>	SUBMIT DATE: <b>3/1/2024 6:07 PM</b>
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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>RANDY POWERS</b>		PHONE NUMBER: <b>636-265-2924</b>	
BUSINESS/ORGANIZATION NAME: <b>POWERS COMPOUNDING PHARMACY</b>		TITLE: <b>PHARMACIST/OWNER</b>	
ADDRESS: <b>7776 WINGHAVEN BLVD.</b>			
CITY: <b>O'FALLON</b>		STATE: <b>MO</b>	ZIP: <b>63368</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>ROB MONSEES</b>		PHONE NUMBER: <b>573-999-9652</b>	
REPRESENTING: <b>MISSOURI HOSPITAL ASSOCIATION</b>		TITLE:	
ADDRESS: <b>PO BOX 60</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65102</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>HEIDI GEISBUHLER SUTHERLAND</b>		PHONE NUMBER: <b>573-634-3511</b>	
REPRESENTING: <b>MISSOURI CHAMBER OF COMMERCE AND INDUSTRY</b>		TITLE: <b>DIRECTOR OF LEGISLATIVE AFFAIRS</b>	
ADDRESS: <b>428 E CAPITOL</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL: <b>hsutherland@mochamber.com</b>	ATTENDANCE: <b>In-Person</b>	SUBMIT DATE: <b>3/4/2024 8:32 AM</b>	
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<b>WITNESS NAME</b>		
<b>REGISTERED LOBBYIST:</b>		
WITNESS NAME: <b>JAKE HUMMEL</b>		PHONE NUMBER: <b>573-634-2115</b>
REPRESENTING: <b>MISSOURI AFL-CIO</b>		TITLE:
ADDRESS: <b>131 E. HIGH STREET, STE. 100</b>		
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>
		ZIP: <b>65101</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>
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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>LOUISE PROBST</b>		PHONE NUMBER: <b>314-721-7800</b>	
BUSINESS/ORGANIZATION NAME: <b>ST. LOUIS AREA BUSINESS HEALTH COALITION</b>		TITLE: <b>EXECUTIVE DIRECTOR</b>	
ADDRESS: <b>8888 LADUE RD, SUITE 250</b>			
CITY: <b>ST. LOUIS</b>		STATE: <b>MO</b>	ZIP: <b>63124</b>
EMAIL: <b>lprobst@stlbhc.org</b>	ATTENDANCE: <b>Written</b>	SUBMIT DATE: <b>3/4/2024 10:35 AM</b>	

**THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.**

Members of the House Health and Mental Health Policy Committee,As employers of the St. Louis Area Business Health Coalition (BHC), we are writing to express concern with HB 1627 and the detrimental impact that it could have on Missouri businesses, employees, and families. Fifty-three of our organizations are headquartered in Missouri, and as self-insured employers representing over 500,000 covered lives across the state, we contribute over 60% to the health care costs of our plan members, with the remainder covered by Missouri workers.Pharmacy Benefit Managers (PBMs) serve as important partners in achieving savings for employers and their plan enrollees by negotiating discounted drug prices, optimizing pharmacy networks to improve access, providing clinical oversight to prevent medication errors, increasing prescription adherence, and managing complex chronic conditions. A 2022 economic analysis conducted by a researcher at the Becker Friedman Institute found the value of pharmacy benefit management to exceed \$145 billion annually beyond its resource cost. Recent experience of a group of 45 BHC employers purchasing pharmacy benefits demonstrates the same, with PBMs generating millions in savings across various programs, and passing back over \$172 million in manufacturer rebates to these employers in 2023. This is a savings of approximately \$573 per employee per year. We recognize that pharmacy expenses are contributing to rising health care costs across the nation and agree that all health care intermediaries, including PBMs, should be held to high fiduciary standards. However, as written, HB 1627 will also take away important mechanisms that employers use to manage pharmacy costs and deliver robust benefit offerings for employees and family members. Any Willing PharmacyBy requiring PBMs to expand networks to include all pharmacies, HB 1627 will take away employers’ ability to create custom networks to obtain competitive pricing for plan member prescriptions. With over 40,000 pharmacies across the country, employers take extreme care in making these network decisions and will conduct analyses to ensure that selected pharmacies meet the access and affordability needs of employees and their family members based on geography and utilization. This includes seeking volume discounts from independent pharmacies, mail order pharmacies, specialty drug pharmacies, and retail chains.The Academy of Managed Care Pharmacy, a collaboration of pharmacists, physicians, nurses, and other stakeholders, supports the use of preferred pharmacy networks as a vital tool to improve health outcomes, while controlling patient cost-sharing and total health care system expenses. Research from independent health care economists agree. As published on Yale University’s “1% Solutions for Health Care Reform” website, preferred pharmacy networks were found to lower drug spending in private insurance plans by approximately 2% annually, representing a savings of \$1.34 billion. With businesses spending over \$15,700 per employee on health benefit costs each year, according to Mercer, even small percentage savings can translate to meaningful dollars for other important investments — lower employee contributions, raises, bonuses, or more jobs.Guaranteed Acquisition

**Cost**A key tenant of America's economic marketplace is the ability for buyers and sellers to negotiate the price of goods and services. This model enables sellers to consider opportunities to lower expenses while setting a competitive price to maintain profitability. HB 1627 threatens these market forces by guaranteeing that pharmacies be reimbursed the acquisition cost of drugs, eliminating the responsibility of pharmacies to negotiate with manufacturers to acquire these drugs at the lowest cost possible. This, again, reduces competition among pharmacies and will result in higher costs for self-insured employers (as the ultimate payer for these prescription claims) and may translate to higher premiums and copays for workers and their family members.

**Spread Pricing**Through the practice of spread pricing, PBMs charge a higher price to a plan for a prescription and reimburse the pharmacy at a lower price, creating a spread. This is a common business practice that can be beneficial to self-insured health plans. BHC utilizes this model by offering all Pharmacy Management Initiative participants the choice between spread and traditional plan pricing. Spread pricing puts PBMs "at risk," which generates incentive to manage plan costs more intensively, driving more efficient cost management that often creates savings for the health plan and their enrollees. If passed, HB 1627 will ban the practice of spread pricing, further limiting the ability of plan sponsors to advocate for cost savings on behalf of workers and their families.

**Standardized Definitions**Legislation should not mandate definitions in business contracts. This is especially problematic in the pharmacy space where changes across industry players, the drug pipeline, and various revenue models may shift quickly and require prompt updates to PBM contracts to protect employers and patients. Employers, their legal experts, and consultants monitor PBM practices, revenue streams, and contracts closely to ensure the defined terms account for all desired access, utilization, and financial considerations. Necessary changes are negotiated during annual market check and/or procurement processes to maintain PBM accountability to their customers. Sincerely, Louise Y. Probst  
Executive Director



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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>MICHAEL J. HENDERSON</b>		PHONE NUMBER: <b>573-893-4241</b>	
REPRESENTING: <b>MISSOURI INSURANCE COALITION</b>		TITLE: <b>GENERAL COUNSEL &amp; GOVERNMENT AFFAIRS DIRECTOR</b>	
ADDRESS: <b>220 EAST HIGH STREET, SUITE B</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL: <b>mike@moinsurancecoalition.com</b>	ATTENDANCE: <b>In-Person</b>	SUBMIT DATE: <b>3/4/2024 10:12 AM</b>	
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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>MIKE EVANS</b>		PHONE NUMBER: <b>314-396-6478</b>	
REPRESENTING: <b>MISSOURI AFL-CIO</b>		TITLE:	
ADDRESS: <b>131 E. HIGH STREET, SUITE 100</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65109</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>		
<b>REGISTERED LOBBYIST:</b>		
WITNESS NAME: <b>SCOTT E. RAMSHAW</b>		PHONE NUMBER: <b>314-267-4992</b>
REPRESENTING: <b>UA PLUMBERS &amp; PIPEFITTERS 562</b>		TITLE:
ADDRESS: <b>3640 CORPORATE TRAIL DRIVE</b>		
CITY: <b>EARTH CITY</b>		STATE: <b>MO</b>
		ZIP: <b>63045</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>
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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>SEAN STEPHENSON</b>		PHONE NUMBER: <b>920-562-9858</b>	
REPRESENTING: <b>PCMA</b>		TITLE:	
ADDRESS: <b>325 7TH STREET NW, 9TH FLOOR</b>			
CITY: <b>WASHINGTON</b>		STATE: <b>DC</b>	ZIP: <b>20004</b>
EMAIL: <b>sstephenson@pcmanet.org</b>	ATTENDANCE: <b>In-Person</b>	SUBMIT DATE: <b>3/1/2024 2:37 PM</b>	
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<b>WITNESS NAME</b>		
<b>REGISTERED LOBBYIST:</b>		
WITNESS NAME: <b>ZACK DUNN</b>		PHONE NUMBER: <b>816-617-4565</b>
REPRESENTING: <b>MISSOURI-KANSAS LABORERS DISTRICT COUNCIL</b>		TITLE:
ADDRESS:		
CITY: <b>COLUMBIA</b>		STATE: <b>MO</b>
		ZIP: <b>65201</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/4/2024 12:00 AM</b>
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