



# 2023 EXECUTIVE REVIEW

## & Strategic Planning

Cooperative Elevator Co.

June 28, 2023



Kapnick  
Strive

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## 2023 KEY FINDINGS

- **64% of repeat participants** remained in ideal/low and/or made a positive risk migration
- Heart health continues to remain a primary concern, with 30% of repeat participants making a negative risk migration in systolic blood pressure from 2022 to 2023
- Diabetes remains a primary focus – **34%** of participants tested in the moderate-risk range for A1C in 2023 (25% in 2022, 17% in 2021)
- **30%** of participants tested positive for tobacco use and 12 participants marked that they are interested in quitting on their 2023 Health Risk Assessment
- **RAS program completion** decreased from 13 (43% of those eligible) in 2022 to 7 (19% of those eligible for RAS) in 2023
- **39.6%** of members have a chronic condition compared to benchmark at 27.9%
- The PMPM cost of members with chronic conditions is **6% above** benchmark
- The average cost of members with hypertension is **below** benchmark.
  - **84%** of hypertensive members are taking a maintenance medication
- The average cost of members with diabetes is **below** benchmark.
  - **80%** of diabetic members are taking a maintenance medication
- **7.8%** of employees who screened had 0 claims compared to 14.8% of employees who didn't screen
- **62.3%** of employees who screened had a wellness visit compared to 44.4% of employees who didn't screen
- Employees with screenings have an average cost of \$4,511 compared to employees without screenings at \$3,881, when excluding a high-cost claimant
- Employees with a health score of 70+ cost **\$2,557 less** than employees with a health score of 69 or below
- Employees with a health score improvement of at least 5 points from 2021 to 2022 experienced **\$260 less** in costs per member



# 2022 EMPLOYEE EVENTS

## HEALTH SCREENINGS

- January

## RECORDED PRESENTATIONS

- March: Power Meals
- June: Sugar Busters
- August: Happy, Healthy Heart
- November: Find Your Motivation

## WELLNESS CHALLENGES

- March: No Time Like the Pleasant – 1 participant
- April: Strive Corporate Challenge – 2 participants
- June: Nutrition 101 – 1 participant
- July: Around the World – 1 participant
- September: HIIT for 30 – 2 participants
- November: Cancer Awareness Challenge – 0 participants

## MONTHLY WELLNESS WEBINARS

## QUARTERLY MEDITATION MOMENTS



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# SCREENING PARTICIPATION

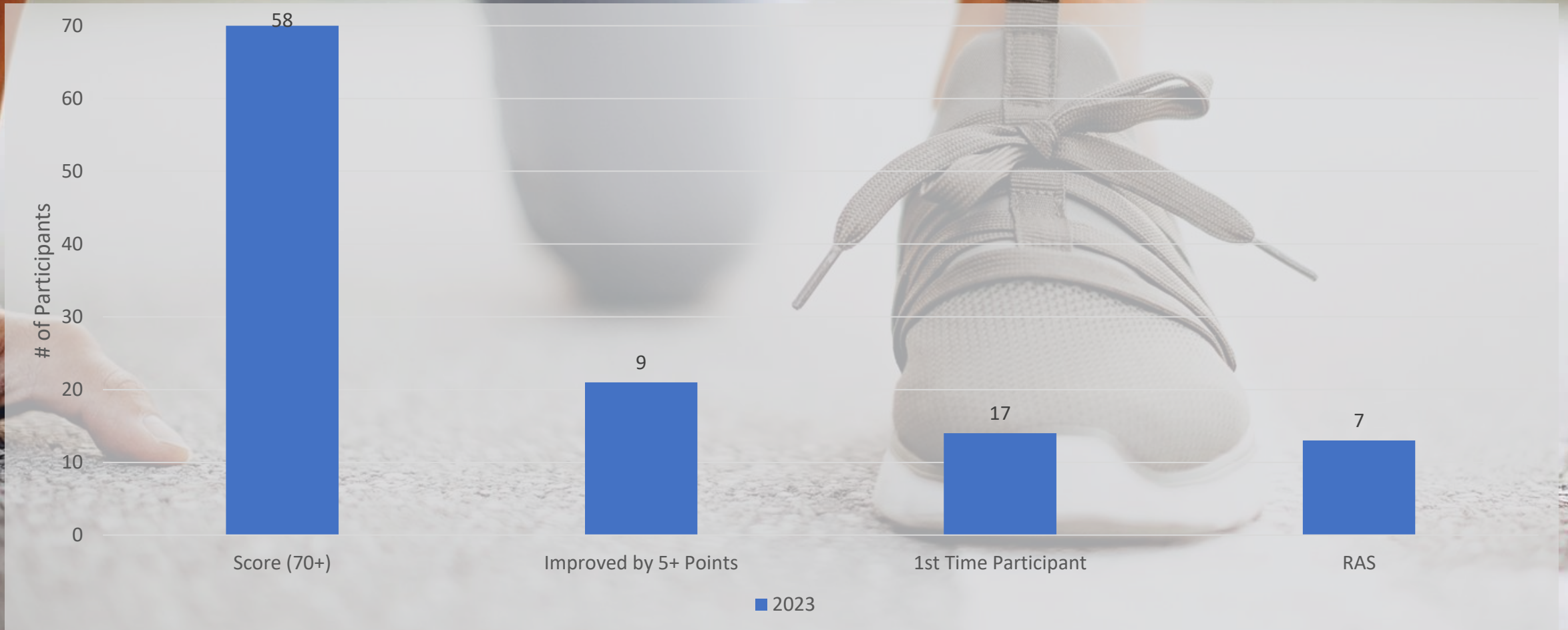
**102 REPEAT PARTICIPANTS**

YEAR	TOTAL PARTICIPATION	% OF EE Participation	AVG HEALTH SCORE
2023	119	76%	70
2022	121	75%	72
2021	120	80%	75
2020	130	80%	77
2019	120	73%	77
2018	128	79%	79
2017	121	N/A	71
2016	120	N/A	72
2015	109	N/A	73



# WELLNESS INCENTIVE BREAKDOWN

Incentive Eligible in 2023: 91/119 = 76%





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# PROGRAM OUTREACHES

## CRITICAL VALUES

- There were no critical values reported in 2023

## HEALTH COACHING

- 60 or below: 13 participants scored 60 or below
  - A health coach was able to connect with 9 out of the 13 participants (69%)
- RAS health coaching program: 37 eligible
  - 9 enrolled in the program (24% of those eligible)
  - 7 have completed the program (19% of those eligible)

# AVERAGE RESULT – 70

Ideal = 100-85

Low Risk = 84-70

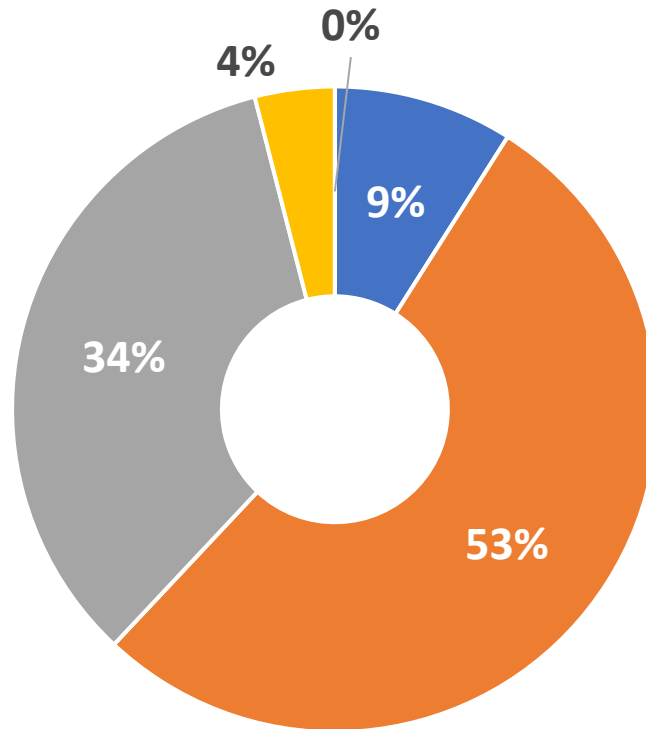
Moderate Risk = 69-60

High Risk = 59-50

Very High Risk = 49-0

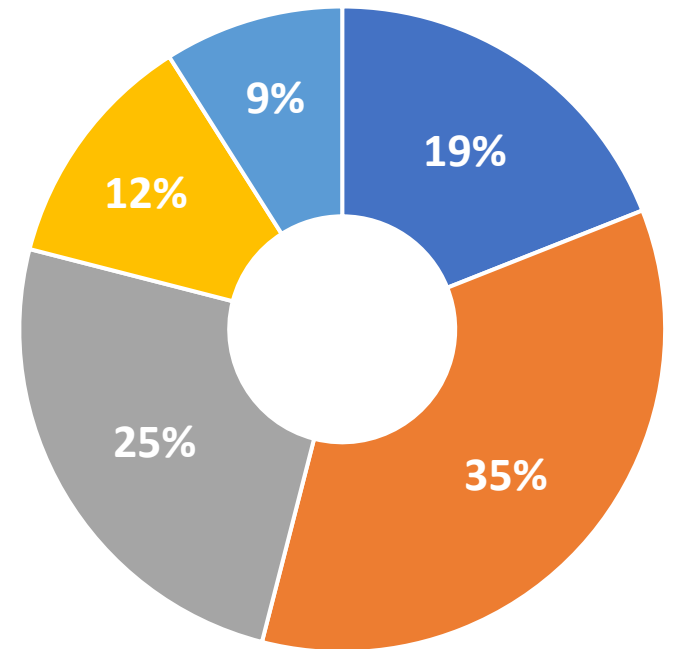
# SELF-PERCEPTION VS ACTUAL HEALTH

### SELF-PERCEPTION OF HEALTH



■ Ideal ■ Low ■ Moderate ■ High ■ Very High

### ACTUAL HEALTH SCORE



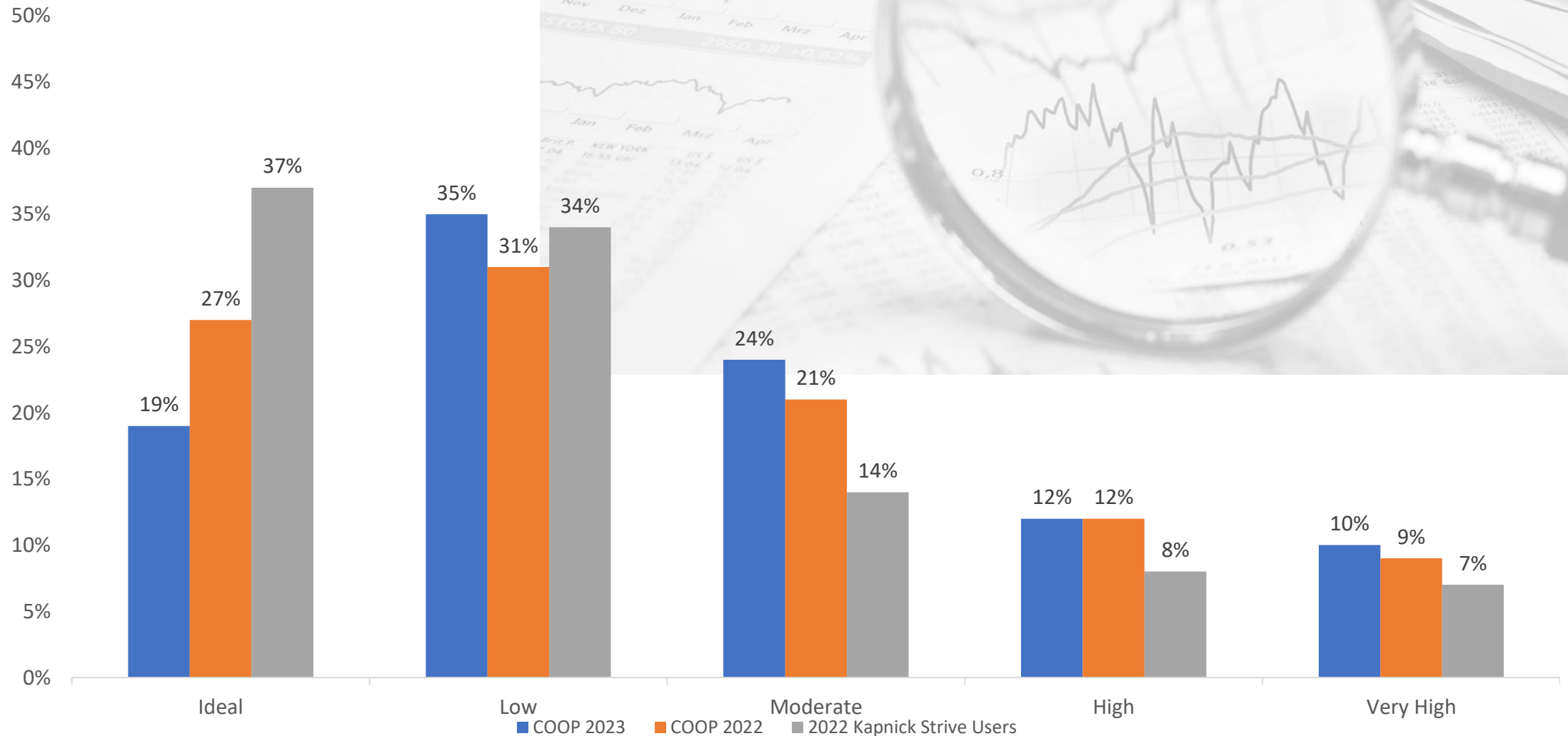
■ Ideal ■ Low ■ Moderate ■ High ■ Very High





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# HEALTH SCORE BENCHMARKING

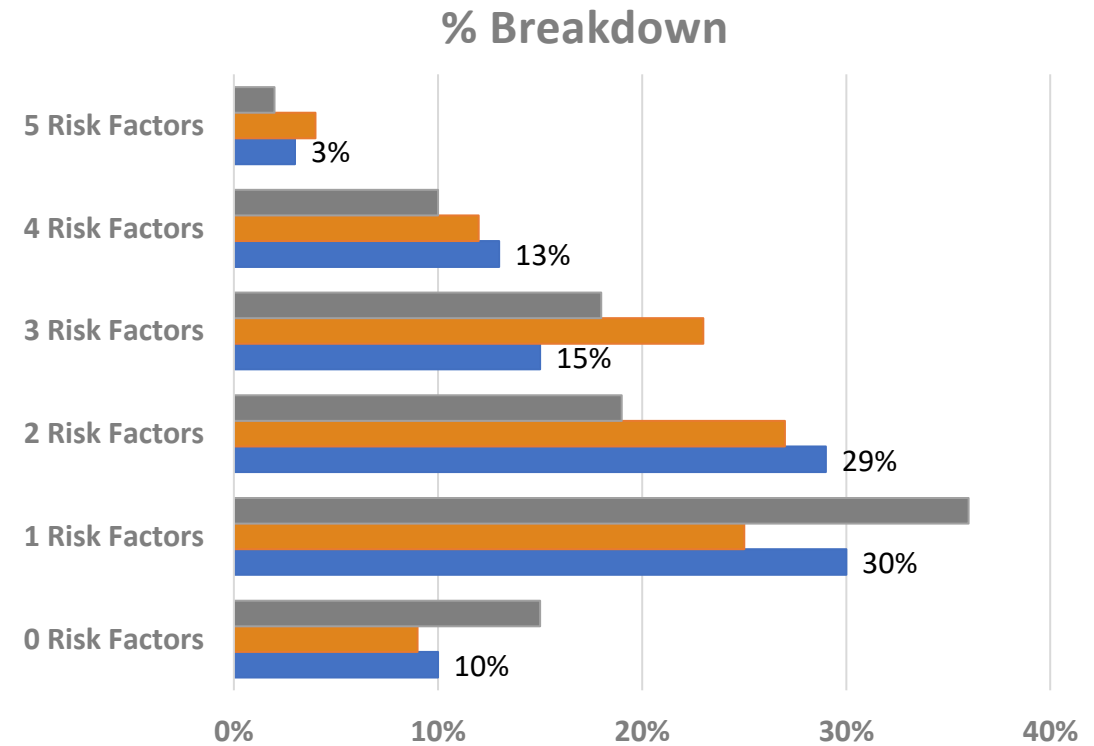
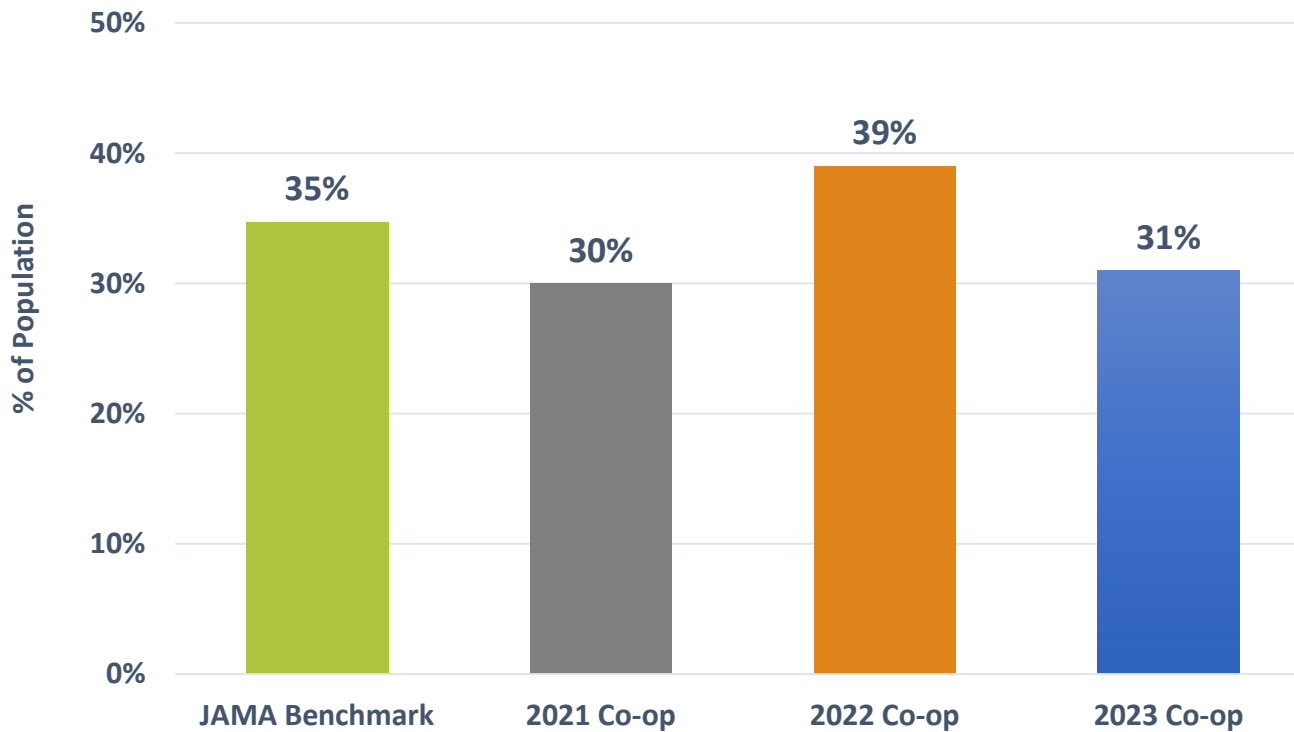


# BIOMETRIC AVERAGES

Biometric	2023 Average Result	2022 Average Result	2021 Average Result	Strive AVG	Ideal Range
Health Score	70	72	75	76	70 - 100
BMI	32.5	32.4	31.5	30	18.5 - 29.9
Waist/Hip Ratio	0.95	0.93	0.93	0.92	<= 0.95
BP: Systolic	126	124	123	119	≤121mmHg
BP: Diastolic	81	78	80	75	≤81mmHg
Total Cholesterol	195	188	189	193	<200mg/dL
HDL Cholesterol	49	49	50	54	≥50
LDL Cholesterol	118	112	112	112	<=129
Triglycerides	136	136	131	134	<150
Blood Glucose	102	105	103	100	≤100mg/dL
Hemoglobin A1C	5.7	5.7	5.6	5.6	<5.7%

# METABOLIC SYNDROME RISK

## Prevalence of Metabolic Syndrome – 3 or more risk factors



## REPEAT PARTICIPANT RISK CHANGE


REMAINED IDEAL/LOW  
AND/OR MADE  
POSITIVE RISK  
MIGRATION

65  64%

REMAINED MODERATE  
OR HIGH/V HIGH

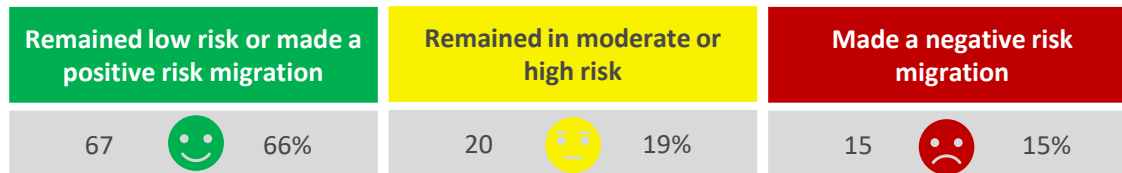
20  20%

MADE A NEGATIVE  
RISK MIGRATION

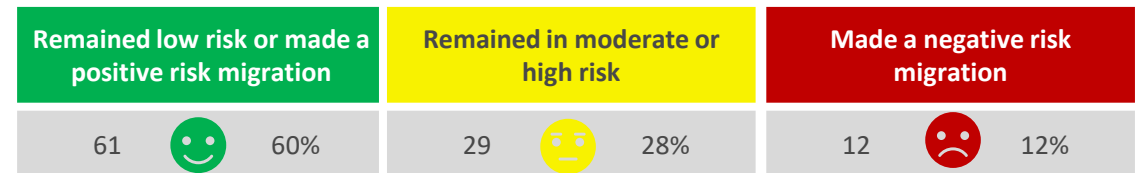
17  16%

# REPEAT PARTICIPANT BIOMETRIC RISK CHANGE

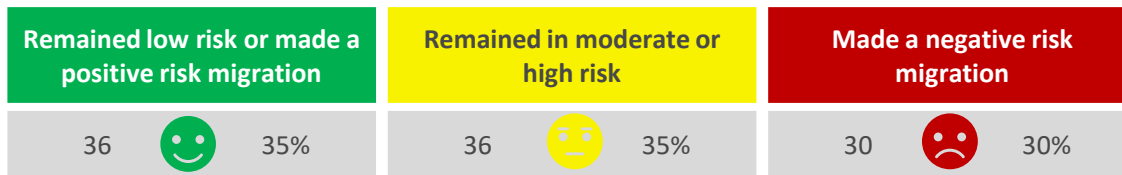
## Total Cholesterol



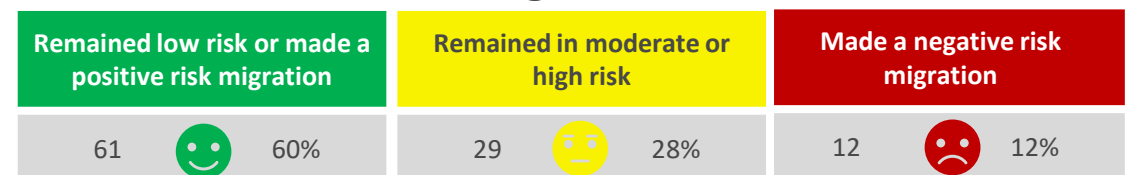
## Blood Glucose



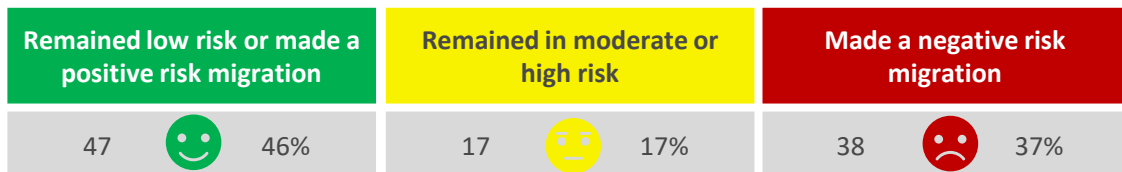
## Systolic Blood Pressure



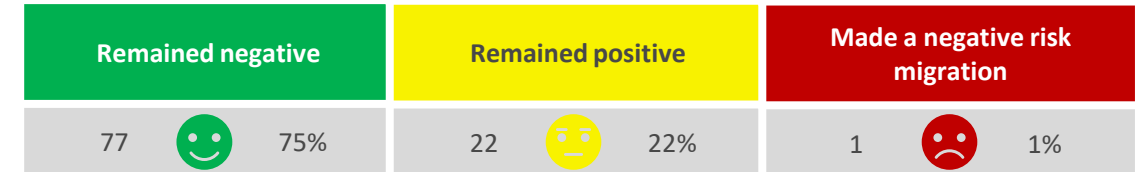
## Hemoglobin A1C



## Diastolic Blood Pressure



## Tobacco



\*2 repeat participants quit nicotine

# TOP RISK FACTORS

BLOOD PRESSURE



DIABETES



TOBACCO USE

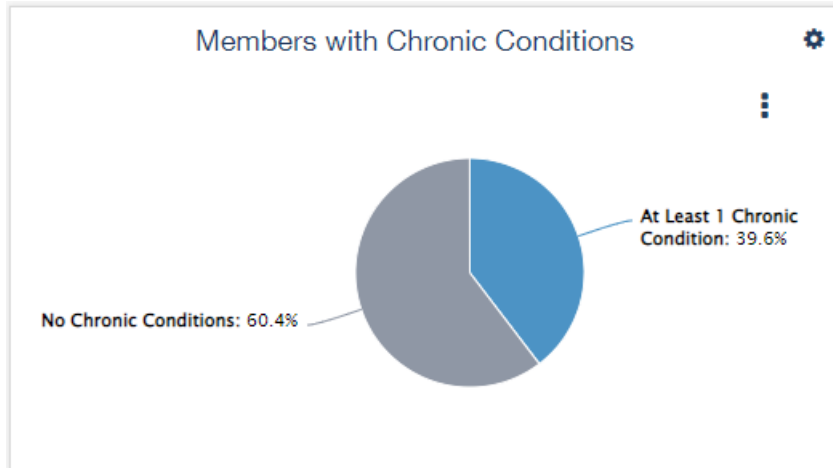




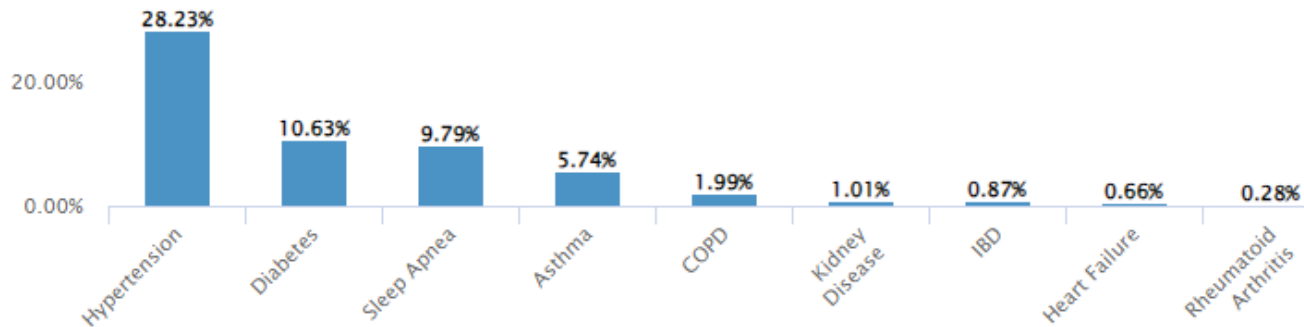
# Chronic Conditions & Health Screening Claims Analysis



# Chronic Condition Prevalence



Chronic Condition Prevalence



- 39.6% of members on Cooperative Elevator’s health plan have at least 1 chronic condition
  - This is **above** the Kapnick book of business benchmark which is 27.9%
- The majority of chronic conditions have a **higher prevalence** in Cooperative Elevator’s population as compared to benchmark
- Hypertension, diabetes, sleep apnea, COPD, kidney disease, and IBD all have a **higher prevalence** as compared to benchmark
- Chronic condition prevalence in the Kapnick benchmark is as follows:
  - Hypertension: 16.82%
  - Diabetes: 8.58%
  - Asthma: 7.33%
  - Sleep Apnea: 5.01%
  - COPD: 1.20%
  - Heart Failure: 1.08%
  - IBD: 0.61%
  - Kidney Disease: 0.56%
  - Rheumatoid Arthritis: 0.47%

**Assumptions:**

- All members enrolled in the health plan are included
- Data is from Jan 2022 through Dec 2022 on an incurred basis



# Chronic Condition Cost

## Total Cost & PMPM Cost of Members with and without Chronic Conditions

Total Allowed Amount	Total Allowed with Chronic Conditions	Chronic Condition % of Total Cost	Cooperative Elevator PMPM <u>without</u> Chronic Condition	Cooperative Elevator PMPM <u>with</u> Chronic Condition	Benchmark PMPM <u>without</u> Chronic Condition	Benchmark PMPM <u>with</u> Chronic Condition
\$1,769,435	\$1,295,374	73%	\$174	\$964	\$217	\$907

- The PMPM cost of members without chronic conditions is 20% **below benchmark**
- The PMPM cost of members with chronic conditions is 6% **above benchmark**

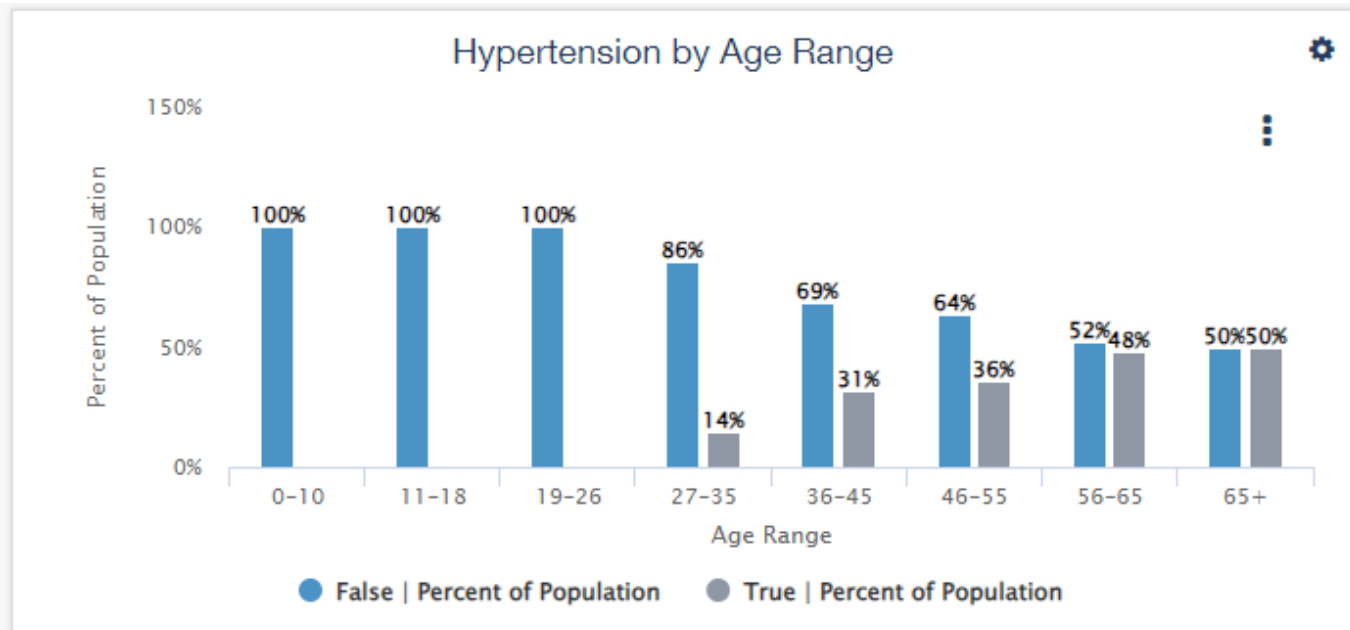
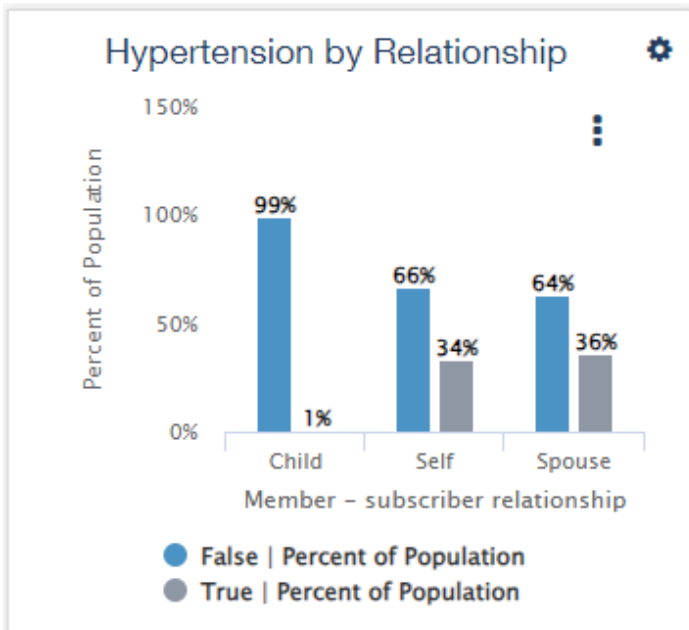
**Assumptions:**

- All members enrolled in the health plan are included
- Data is from Jan 2022 through Dec 2022 on an incurred basis
- Benchmark reflects Kapnick's book of business benchmark (49k members)



# Hypertension: Demographics

- Total hypertensive members:
  - 2021: 83
  - 2022: 89
- Total hypertensive employees:
  - 2021: 58
  - 2022: 61
- Total hypertensive spouses:
  - 2021: 24
  - 2022: 27
- Total hypertensive dependent children:
  - 2021: 1
  - 2022: 1



#### Assumptions:

- All members enrolled in the health plan are included
- Data is from Jan 2022 through Dec 2022 on an incurred basis
- True = hypertensive members

# Hypertension: Gaps in Care

Year	Total Hypertensive Members	Total Hypertensive Members (enrolled full 12 months)	% Hypertensive Members (enrolled full 12 months)	Total Hypertensive Members with No Maintenance Rx (enrolled full 12 months)
2021	83	41	16.5%	5 (12.2%)
2022	89	45	20.3%	7 (15.6%)

- **In 2021:**
  - 4 of the 5 members without maintenance drugs were non-strive participants
  - The 1 strive participant's health score was 62
  - 3 of the 5 members were spouses & all 5 were above age 40
- **In 2022:**
  - 3 of the 7 members without maintenance drugs were non-strive participants
  - The 4 strive participant's health scores were 24, 64, 65 and 86
  - 3 of the 7 members were spouses & 5 of the 7 were above age 40

**Assumptions:**

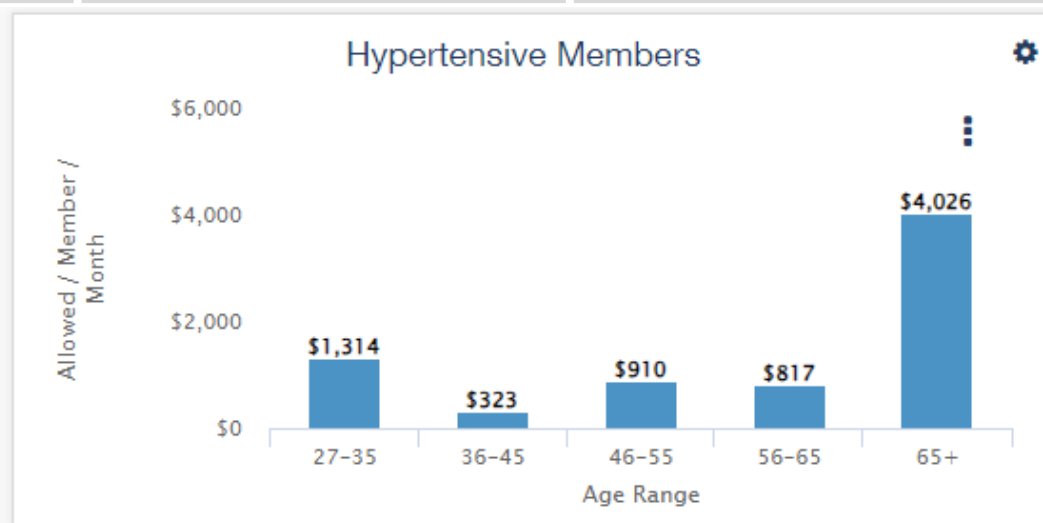
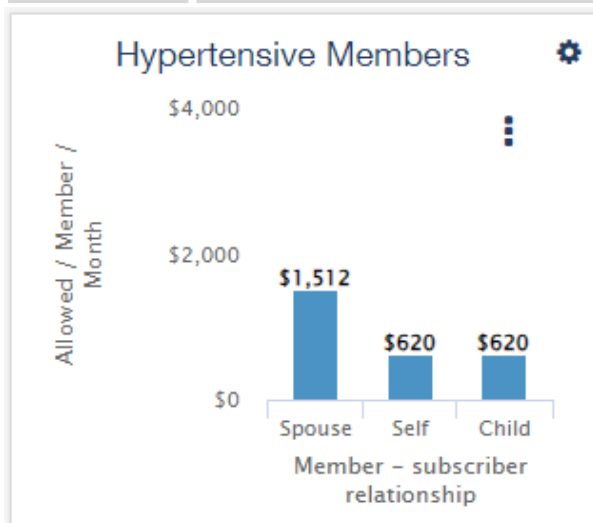
- All members enrolled in the health plan are included
- Data is from Jan 2022 through Dec 2022 on an incurred basis

# Hypertension: PMPM Cost

Year	Hypertensive Members PMPM Cost	Hypertensive Members PMPM Cost (Excluding Claimants > \$100k)	Hypertensive Members PMPM Cost Benchmark
2021	\$933	\$751	\$996
2022	\$897	\$564	\$920

**Assumptions:**

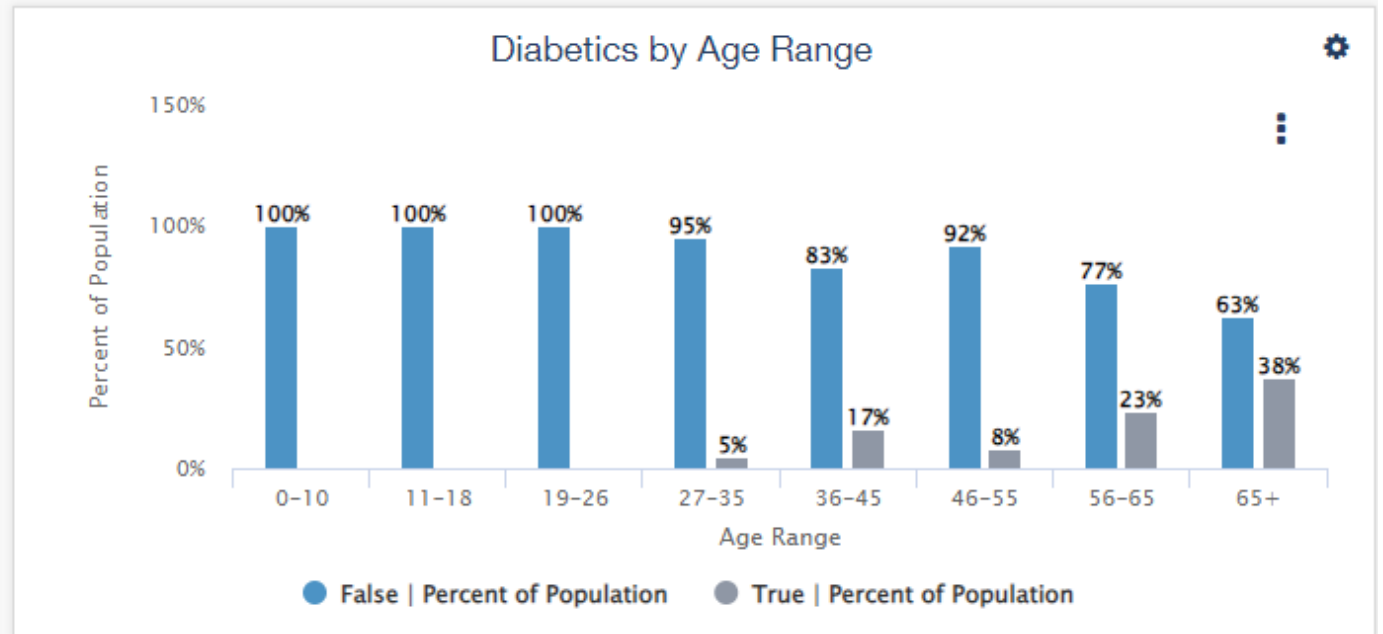
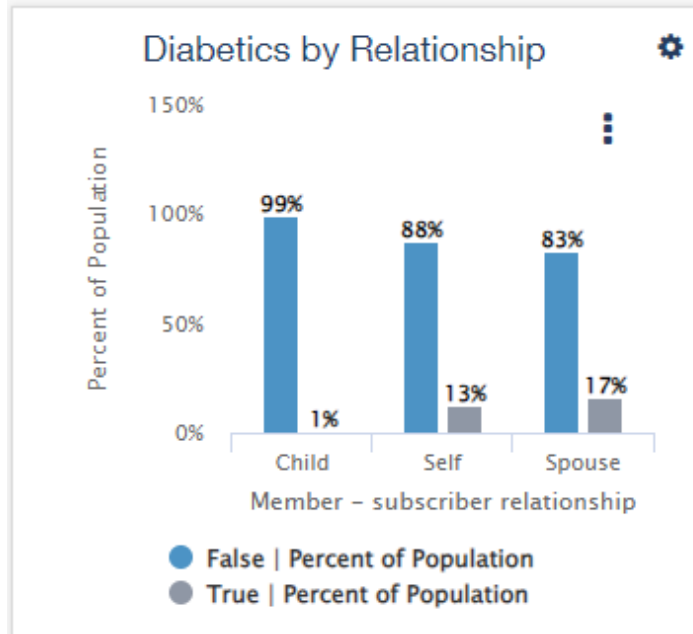
- Employees & spouses enrolled in the health plan were included in the table (dependent children excluded)
- All members enrolled in the health plan are included in the bar charts
- Data is from Jan 2022 through Dec 2022 on an incurred basis
- Benchmark reflects Kapnick's book of business benchmark (49k members)





# Diabetes: Demographics

- **Total diabetic members:**
  - 2021: 27
  - 2022: 32
- **Total diabetic employees:**
  - 2021: 18
  - 2022: 20
- **Total diabetic spouses:**
  - 2021: 8
  - 2022: 11
- **Total diabetic dependent children:**
  - 2021: 1
  - 2022: 1



**Assumptions:**

- All members enrolled in the health plan are included
- Data is from Jan 2022 through Dec 2022 on an incurred basis
- True = diabetic members

# Diabetes: Gaps in Care

Year	Total Diabetic Members	Total Diabetic Members (enrolled full 12 months)	% Diabetic Members (enrolled full 12 months)	Total Diabetic Members with No Maintenance Rx (enrolled full 12 months)
2021	27	21	8.4%	1 (4.8%)
2022	32	20	9.0%	4 (20.0%)

- In 2021:
  - The 1 member without maintenance drugs was a non-strive participant
  - The member was a 34 y/o employee
- In 2022:
  - 2 of the 4 members without maintenance drugs were non-strive participants
  - The 2 strive participant’s health scores were 64 and 68
  - 2 of the 4 members were spouses & all were above age 40

**Assumptions:**

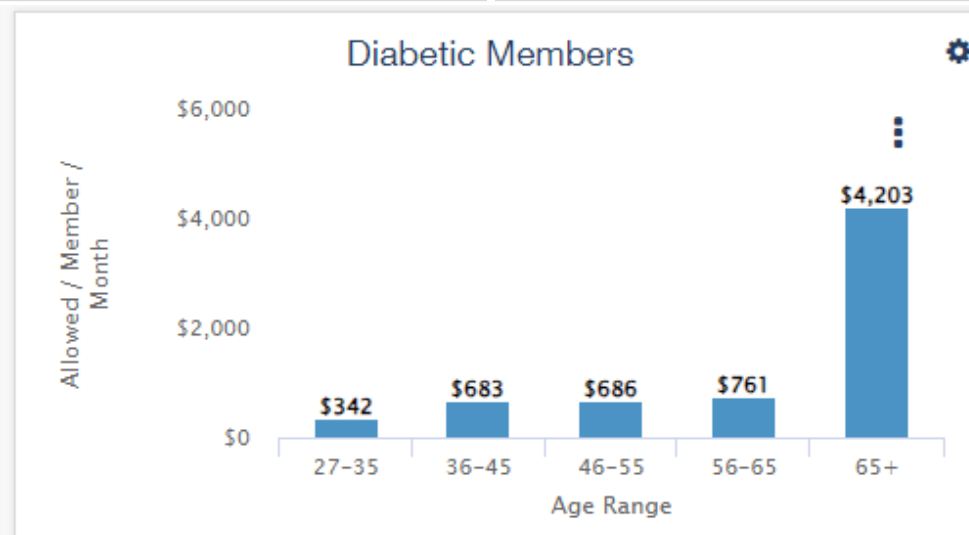
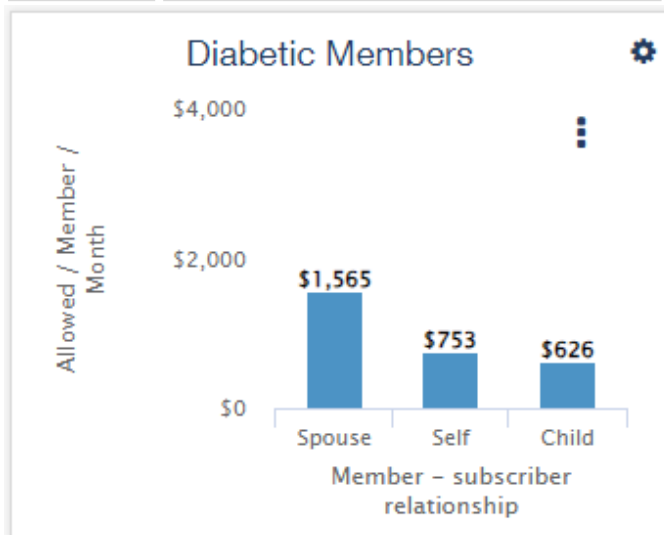
- All members enrolled in the health plan are included
- Data is from Jan 2022 through Dec 2022 on an incurred basis

# Diabetes: PMPM Cost

Year	Diabetic Member PMPM Cost	Diabetic Member PMPM Cost (Excluding Claimants > \$100k)	Diabetic Member PMPM Cost Benchmark
2021	\$1,164	\$945	\$1,277
2022	\$1,037	\$715	\$1,169

**Assumptions:**

- Employees & spouses enrolled in the health plan were included in the table (dependent children excluded)
- All members enrolled in the health plan are included in the bar charts
- Data is from Jan 2022 through Dec 2022 on an incurred basis
- Benchmark reflects Kapnick’s book of business benchmark (49k members)



# Screening Overview

Participated in the Health Screening	Employees
Enrolled in Health Plan in 2022	109
Enrolled all 12 Months	77
Had 0 Claims	6
% Total w/ 0 Claims (Enrolled 12 Months)	7.8%

Did not Participate in the Health Screening	Employees
Enrolled in Health Plan in 2022	45
Enrolled all 12 Months	27
Had 0 Claims	4
% Total w/ 0 Claims (Enrolled 12 Months)	14.8%

- Of the 6 strive participants with no claims, 5 were male
- The member’s health scores were 43, 44, 61, 64, 73 and 78
- Of the 4 non-strive participants with no claims, all 4 were male

**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis



# Wellness Visit

Participated in the Health Screening	Employees
Enrolled in Health Plan in 2022	109
Enrolled all 12 Months	77
Had a Wellness Visit	48
% with a Wellness Visit (Enrolled 12 Months)	62.3%

Did not Participate in the Health Screening	Employees
Enrolled in Health Plan in 2022	45
Enrolled all 12 Months	27
Had a Wellness Visit	12
% with a Wellness Visit (Enrolled 12 Months)	44.4%

- The total number of all members with a wellness visit in 2022 was 141 which equates to 52.0%

**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis

# Screenings & Cost

Members with Screenings <span>⚙️</span>			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	109	\$491,727	\$4,511

Members without Screenings (EEs Only) <span>⚙️</span>			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	45	\$424,145	\$9,425

No member with a screening was a high-cost claimant


Members without Screenings (EEs Only; Excl 1 HCC) <span>⚙️</span>			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	44	\$170,782	\$3,881

- When excluding a member with total claims of \$249k due to heart disease/heart failure, members without screenings cost \$3,881 compared to members with screenings at \$4,511
- Members with screening costs \$630 more than members without screenings
- Of the non-screening participants, excluding the HCC, 6 members (13.6%) had claims over \$10k, the highest totaling \$28k
- Of the screening participants, 14 members (12.8%) had claims over \$10k, the highest totaling \$80k
- Of the non-screening participants, 22 had claims under \$1k, which is 48.9%
- Of the screening participants, 61 had claims under \$1k, which is 56.0%


**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis


# Cost by Health Score

Health Score for All Members 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	109	\$491,727	\$4,511


  

Health Score 60-69 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	25	\$154,359	\$6,174


  

Health Score 85-100 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	23	\$51,204	\$2,226


  

Health Score 50-59 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	13	\$19,316	\$1,486

Health Score 70-84 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	38	\$155,292	\$4,087



  

Health Score 0-49 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	10	\$111,555	\$11,156

**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis

# Cost by Health Score

Health Score 70 and Above 				Health Score 69 and Below 			
	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member		Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	61	\$206,496	\$3,385	1	48	\$285,231	\$5,942

- Members with a health score of 70+ cost \$2,557 less than members with a health score of 69 or below
- The highest costing claimant of the entire screened population was \$80k by the member with the lowest health score of 24. The high cost was due to a fractured humerus

**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis

# Repeat Participants

## Members who Participated in the Screening in 2021 & 2022

Members with Screenings				
	Year number	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	2021	97	\$645,467	\$6,654
2	2022	102	\$490,367	\$4,808

- Members who participated in the screening both years experienced \$1,846 less in costs
- The decrease was primarily due to medical costs; however, both medical and Rx experienced a decrease in the number of claims
  - Medical dropped from 1,393 to 1,056
  - Rx dropped from 993 to 828
- Hypertensive, diabetic and cholesterol medications all experienced decreases in utilization as well

Health Score Increased				
	Year number	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	2021	32	\$238,590	\$7,456
2	2022	34	\$170,807	\$5,024

Health Score Decreased				
	Year number	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Allowed per Member
1	2021	58	\$329,261	\$5,677
2	2022	60	\$220,738	\$3,679

**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis

# Repeat Participants

Health Score Improved by 5+ <span style="float: right;">⚙️</span>									
	Year number	Member ID (Count Distinct)	Medical/RX Provider Allowed Amount	Medical Provider Allowed Amount	RX Provider Allowed Amount	Medical Claim Count	RX Claim Count	Medical/RX Claim Count	Allowed per Member
1	2021	24	\$104,063	\$58,718	\$45,344	263	535	798	\$4,336
2	2022	25	\$101,896	\$53,874	\$48,021	218	401	619	\$4,076

- Members with a health score improvement of at least 5 points from 2021 to 2022 experienced \$260 less in costs
- Medical costs decreased while Rx costs increased

**Assumptions:**

- Employees enrolled in the health plan & eligible to participate in health screenings in 2022 were included (spouses & dependent children excluded)
- Data is from Jan 2022 through Dec 2022 on an incurred basis



Considerations



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# PROGRESS BY QUARTER

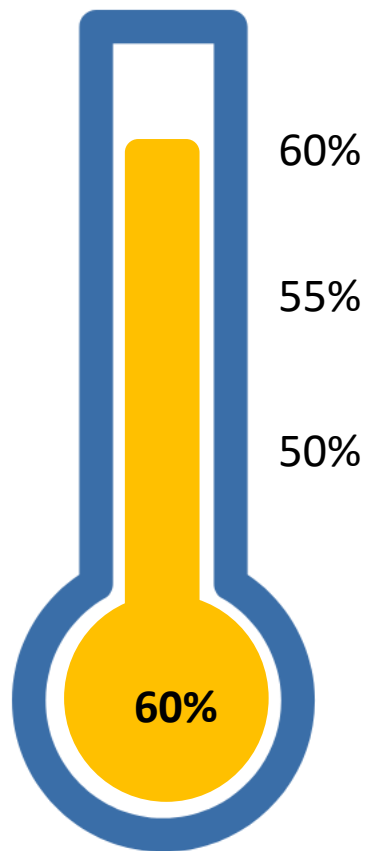
	Q1	Q2	Q3	Q4	YTD
<b>Active Users</b> *# of unique users per quarter and YTD	117	13	15	120	120
<b>Total Points Tracked</b> *per quarter, cumulative YTD	296,107	0	4,956	1,270	302,333
<b>% of Census Active</b> *# unique users/census per quarter	53%	6%	7%	54%	54%
<b>Health Assessments Completed</b> *# of completions per quarter	111	1	1	2	115





# STRIVE 2023 PROGRAMMING GOALS

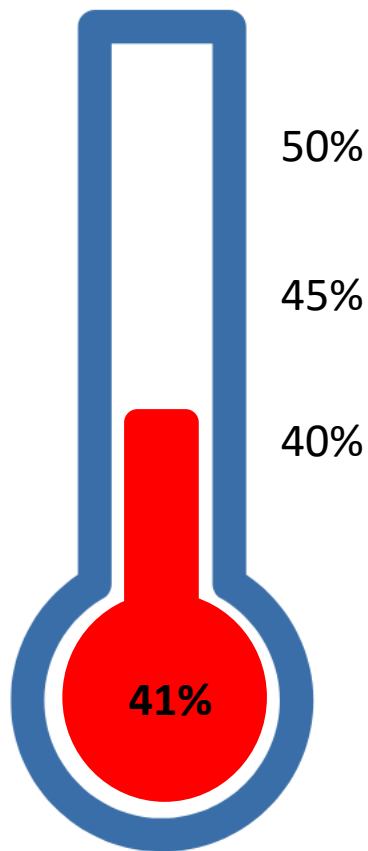
GOAL: 65% in low-risk



**Cholesterol**

2022 – 60% in low-risk  
2023 Goal – 65% in low-risk

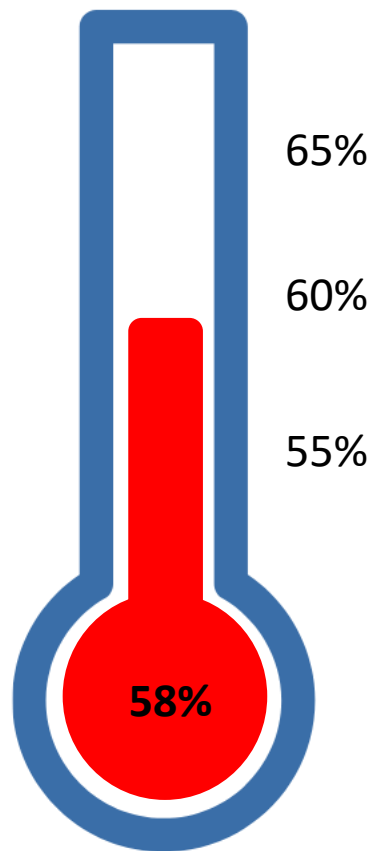
GOAL: 55% in low-risk



**Blood Pressure**

2022 – 50% in low-risk  
2023 Goal – 55% in low-risk

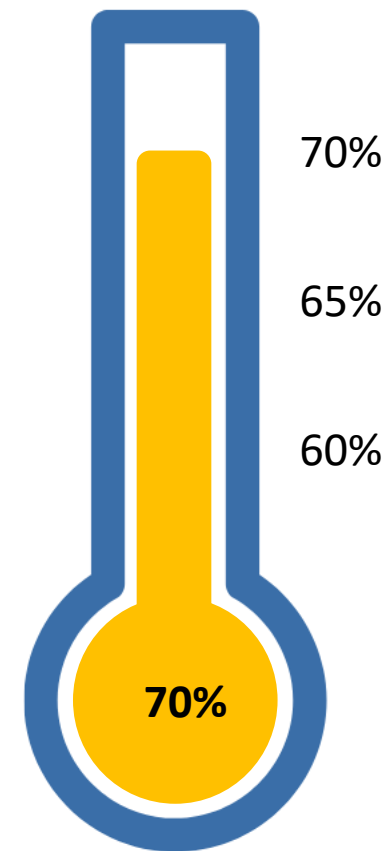
GOAL: 70% in low-risk



**A1C**

2022 – 64% in low-risk  
2023 Goal – 70% in low-risk

GOAL: 75% negative



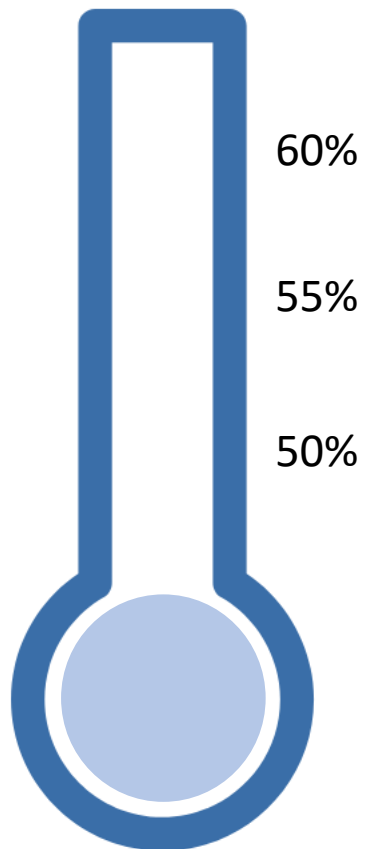
**Nicotine**

2022 – 72% negative  
2023 Goal – 75% negative



# STRIVE 2024 PROGRAMMING GOALS

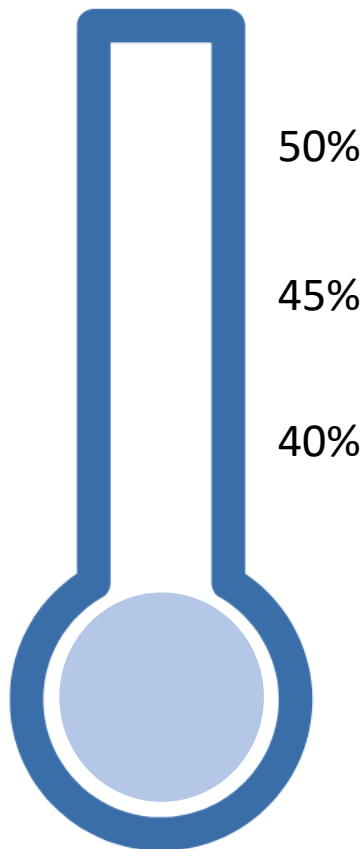
**GOAL: 65% in low-risk**



**Cholesterol**

2023 – 60% in low-risk  
2024 Goal – 65% in low-risk

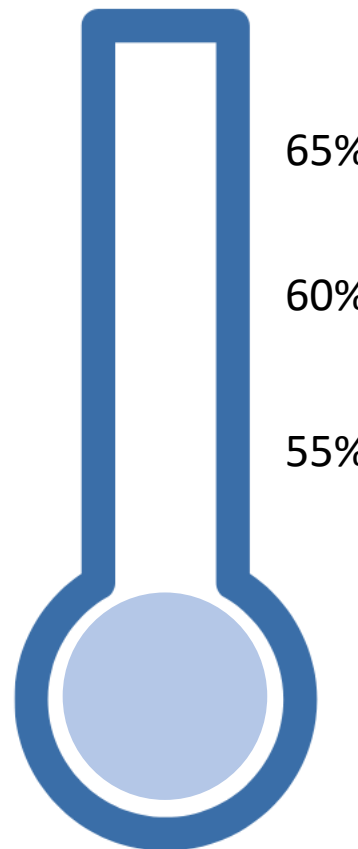
**GOAL: 50% in low-risk**



**Blood Pressure**

2023 – 41% in low-risk  
2024 Goal – 50% in low-risk

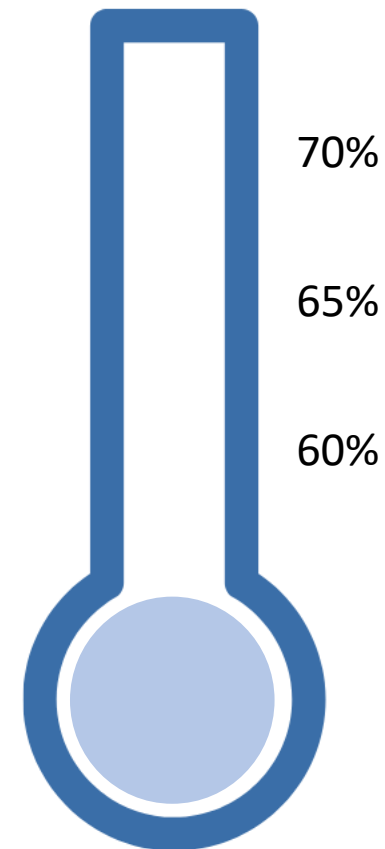
**GOAL: 65% in low-risk**



**A1C**

2023 – 58% in low-risk  
2024 Goal – 65% in low-risk

**GOAL: 75% negative**



**Nicotine**

2023 – 70% negative  
2024 Goal – 75% negative

# 2024 GOALS AND STRATEGIES

Goals	Strategies	Overall Strategies
<p>Heart Health</p> <ul style="list-style-type: none"> <li>• CHO:               <ul style="list-style-type: none"> <li>• <b>2024 Goal: 65% in low-risk for TC</b> <ul style="list-style-type: none"> <li>• 2023: 60% in low-risk</li> </ul> </li> </ul> </li> <li>• BP:               <ul style="list-style-type: none"> <li>• <b>2024 Goal: 55% in low-risk for BP</b> <ul style="list-style-type: none"> <li>• 2023: 41% in low-risk</li> </ul> </li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Build high-risk awareness – interpreting results campaign &amp; webinar</li> <li>• On-site BP checks and discussing screening results with a health coach</li> </ul>	<ul style="list-style-type: none"> <li>• Develop and implement Strive Reward Points Program</li> <li>• RAS communication campaign               <ul style="list-style-type: none"> <li>• High-risk outreaches are effective in recruiting RAS participants</li> </ul> </li> </ul>
<p>Diabetes</p> <ul style="list-style-type: none"> <li>• A1C:               <ul style="list-style-type: none"> <li>• <b>2024 Goal: 70% in low-risk for A1C</b> <ul style="list-style-type: none"> <li>• 2023: 58% in low-risk</li> </ul> </li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Prediabetes &amp; diabetes preventive care flyer campaign</li> </ul>	<ul style="list-style-type: none"> <li>• Tailored Strive wellness presentations and challenges to target primary goals</li> <li>• Increase engagement throughout Strive presentations, challenges, and screenings</li> </ul>
<p>Tobacco Use</p> <ul style="list-style-type: none"> <li>• <b>2024 Goal: 75% negative for nicotine</b> <ul style="list-style-type: none"> <li>• 2023: 70% negative</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Smoking cessation information &amp; resources campaign</li> </ul>	<ul style="list-style-type: none"> <li>• Drive Livongo utilization</li> <li>• On-site event; increased offerings from Strive during Safety Days</li> </ul>



# 2023 WELLNESS PROGRAMMING

Wellness Presentations	Challenges	Communications
<ul style="list-style-type: none"><li>• SMART Workshop - January</li><li>• The Benefits of Spending Time in the Great Outdoors – May</li><li>• Nutrition 101– August</li><li>• Managing Mental Health – November</li></ul>	<ul style="list-style-type: none"><li>• The Beat Goes On – February</li><li>• 5th Annual Kapnick Strive Corporate Challenge – April</li><li>• Hydration Station – June</li><li>• Amazing America – August</li><li>• Beat the Flu – September</li><li>• Maintain Don't Gain – November/December</li></ul>	<ul style="list-style-type: none"><li>• Quarterly newsletters</li><li>• Home mailings:<ul style="list-style-type: none"><li>• Pre-health screening</li></ul></li><li>• Prediabetes &amp; diabetes campaign</li><li>• Smoking cessation campaign</li><li>• Blood pressure campaign</li></ul>

# 2023 WELLNESS CALENDAR

- Awareness Observance Dates
- Wellness Challenge
- Wellness Presentation
- HRA/Quarterly Reward Points Dates
- Webinar: Held on the fourth Wednesday of each month at 12pm EST. Held on the third Wednesday for November and December.

JAN

## Patient Experience & Empowerment

- National Drugs & Alcohol Facts Week: 1/20 - 1/26
- SMART Workshop

FEB

## The Cost of Health & Self-Investment

- Wear Red Day: 2/5
- African Heritage & Health Week: 2/1 - 2/7
- The Beat Goes On: 2/13 - 2/27

MAR

## Practical Nutrition & Your Relationship with Food

- Neurodiversity Celebration Week: 3/21 - 3/27
- Q1 Reward Points Due: 3/31

APR

## The Environment & You

- National Oral Health Month
- Earth Day: 4/22
- Strive Corporate Challenge: 4/3 - 4/21

MAY

## All About Allergies

- Women's Health Month
- Mental Health Awareness Week: 5/10 - 5/16
- The Benefits of Spending Time in the Great Outdoors

JUN

## Children's Mental Health

- National Migraine & Headache Awareness Month
- Q2 Reward Points Due: 6/30
- Hydration Station: 6/5 - 6/19

JUL

## Hearing Loss & Ear Safety

- UV Safety Month
- International Self-Care Day: 7/24

AUG

## Cannabis: Reducing Harm

- International Overdose Awareness Day: 8/31
- Nutrition 101
- Amazing America: 8/7 - 8/21

SEP

## Ergonomics, Posture, & Reducing Pain

- Pain Awareness Month
- Q3 Reward Points Due: 9/30
- Beat the Flu: 9/15 - 9/25

OCT

## Disillusionment, Community Action, & Self-Care

- World Food Day: 10/16

NOV

## Perfectionism & OCD

- American Diabetes Month
- World Diabetes Day: 11/14
- Managing Mental Health
- Maintain Don't Gain: 11/17 - 12/29

DEC

## Disconnect & Reconnect (To Your Youth)

- Human Rights Day: 12/10
- Maintain Don't Gain: 11/17 - 12/29

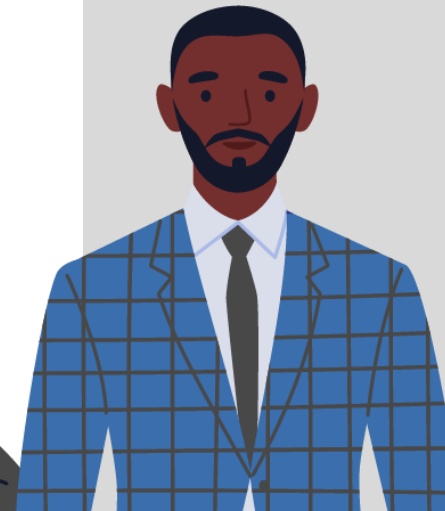


# STAND-OUT-STATS & STORIES

8 improved 5-9 points  
14 improved 10-19 points  
3 improved by 20+ points

**Participant A: Increased their health score by 31 points by losing 10+ pounds, improving their blood pressure, total cholesterol, and triglycerides!**

**Participant B: Increased their health score by 21 points, moving from moderate to ideal risk! They managed their blood pressure, improved their HDL cholesterol, and quit smoking.**



**3 PARTICIPANTS RECEIVED A HEALTH SCORE OF 100**



# Biometric Results



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# BIOMETRIC DESCRIPTIONS



## CHOLESTEROL

A fat-like, waxy substance found in the blood. In excess, it can form tough, fatty plaques that clog arteries, which can increase the risk of heart disease.



## BLOOD PRESSURE

Blood pressure is another main factor in determining overall heart health. Systolic pressure is the pressure in the arteries when the heart is contracting. Diastolic blood pressure is the pressure on the walls of the arteries when the heart is relaxing.



## BLOOD GLUCOSE & HEMOGLOBIN A1C

Blood glucose is sugar that the blood stream carries to all the cells in the body to supply energy. High blood glucose for a prolonged period can cause damage to the kidneys, eyes, and other organs. Hemoglobin A1C measures average glucose levels over a 2–3-month period and is the best predictor and indicator of diabetes.



## BODY COMPOSITION

BMI is an indicator of excess body weight. Generally, those with a higher BMI are also more likely to suffer from high cholesterol, increased blood pressure, and diabetes. BMI does have its limitations, but overall is a good indication of a serious risk.



## TOBACCO USE

Nicotine use presents a serious risk to individuals. Those who abuse tobacco not only have increased rates of cancer and other diseases, but they are more likely to miss work. The CDC estimates that tobacco use costs \$156 billion in lost productivity each year and \$170 billion in healthcare expenditures (CDC, 2017).

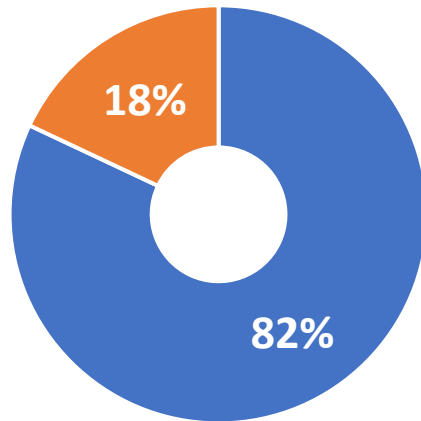
## GAMMA-GLUTAMYLTRANSFERASE (GGT)

GGT is used for diagnosing and monitoring disease of the liver, gallbladder, bile ducts and bile. Levels outside of the normal range could indicate any form of liver disease or biliary obstruction.



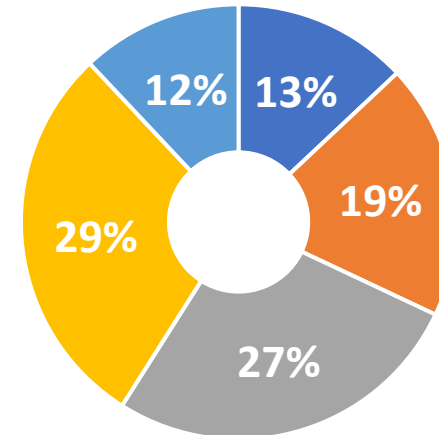


## GENDER



■ Male ■ Female

## AGE



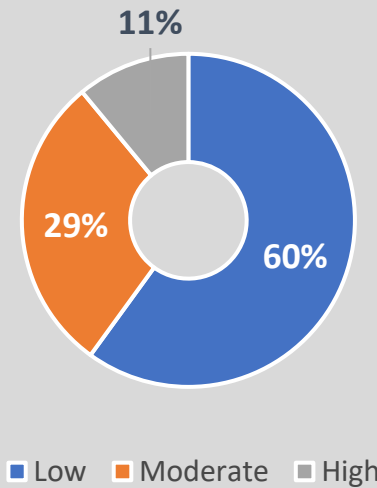
■ 18-29 ■ 30-39 ■ 40-49 ■ 50-59 ■ 60+

**AVERAGE - 45**

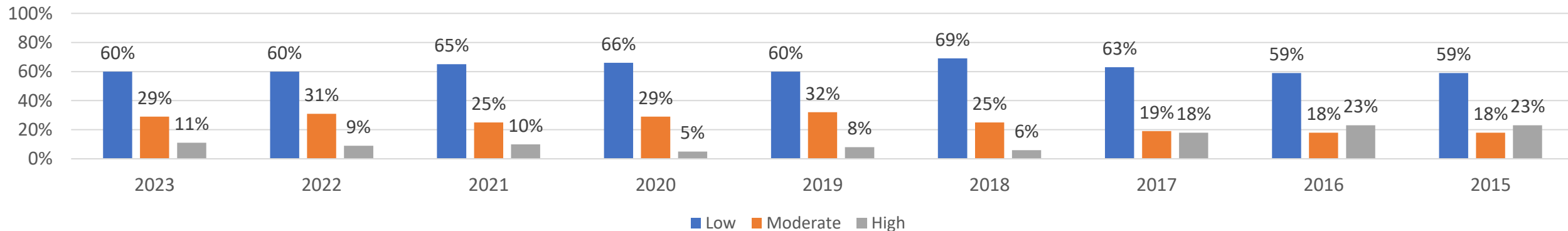
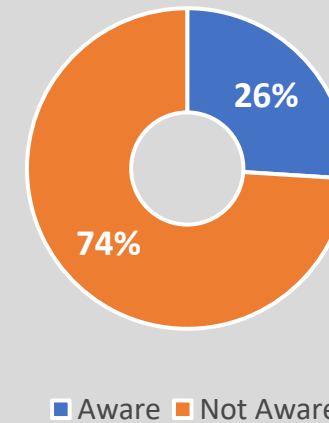
# HEART HEALTH: TOTAL CHOLESTEROL

(HDL + LDL + TRIGLYCERIDES)

TOTAL CHOLESTEROL BREAKDOWN

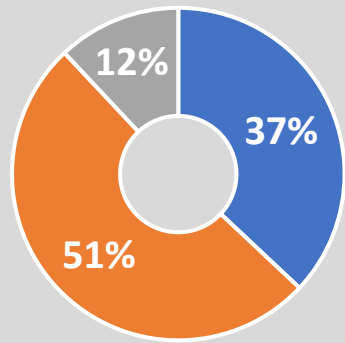


HIGH RISK AWARENESS



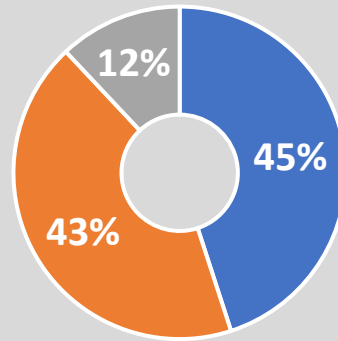
# HEART HEALTH: BLOOD PRESSURE

SYSTOLIC BREAKDOWN



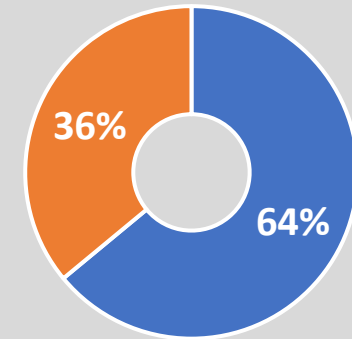
■ Low ■ Moderate ■ High

DIASTOLIC BREAKDOWN

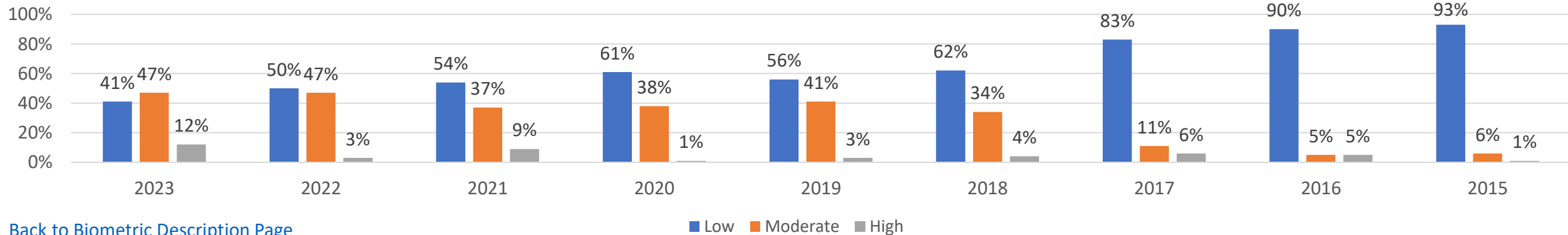


■ Low ■ Moderate ■ High

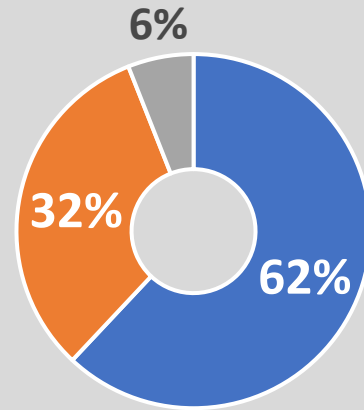
High Risk Awareness



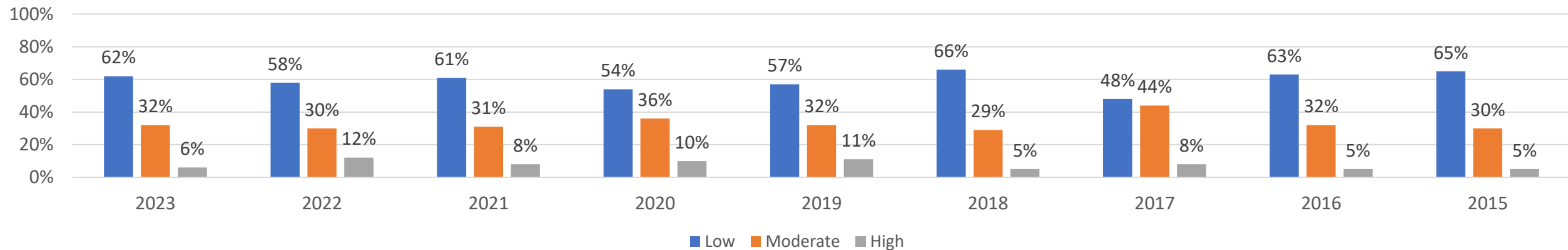
■ Aware



## BLOOD GLUCOSE BREAKDOWN

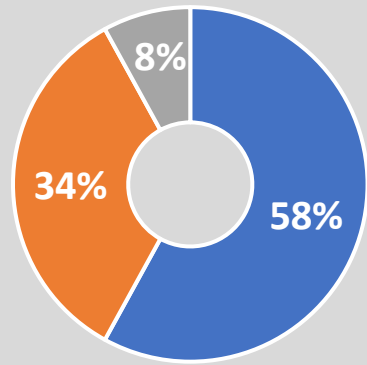


■ Low ■ Moderate ■ High



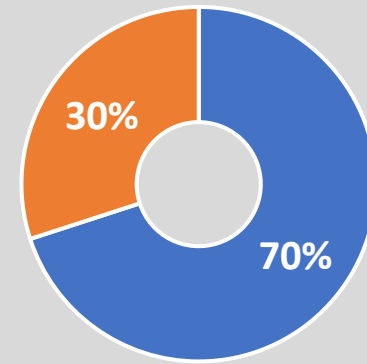
# DIABETES: HEMOGLOBIN A1C

A1C BREAKDOWN

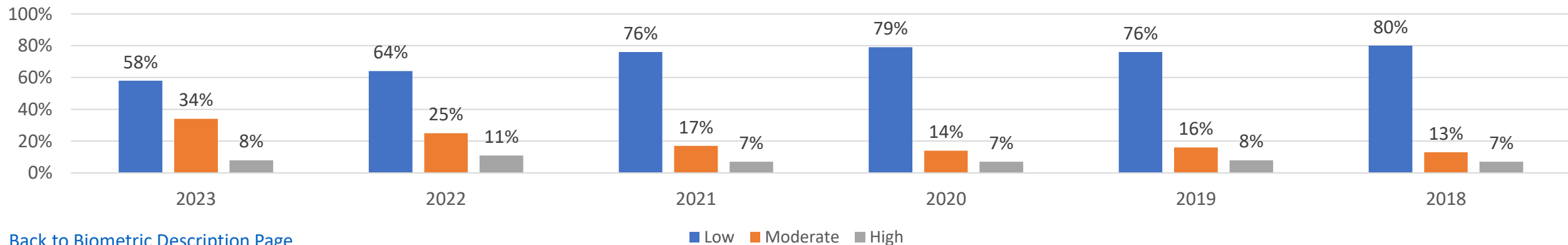


■ Low ■ Moderate ■ High

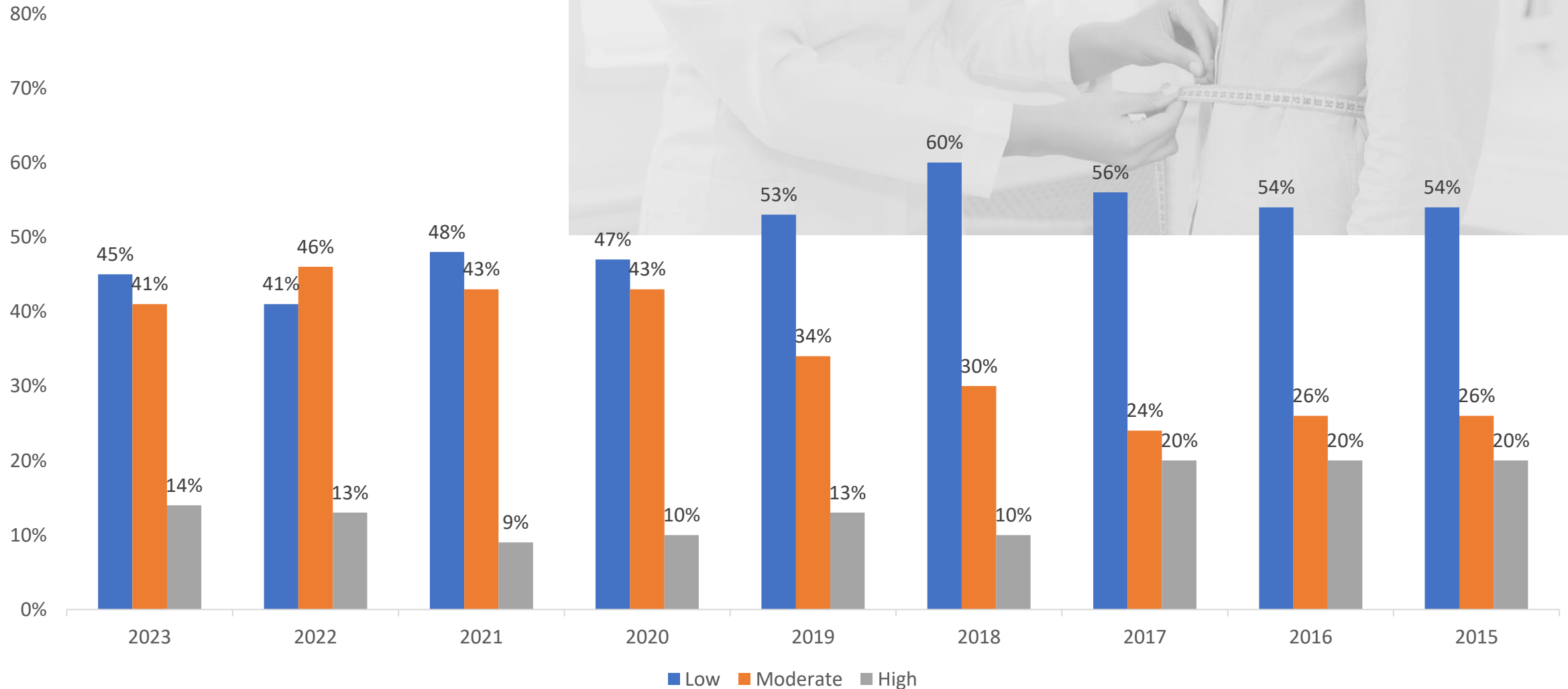
High Risk Awareness



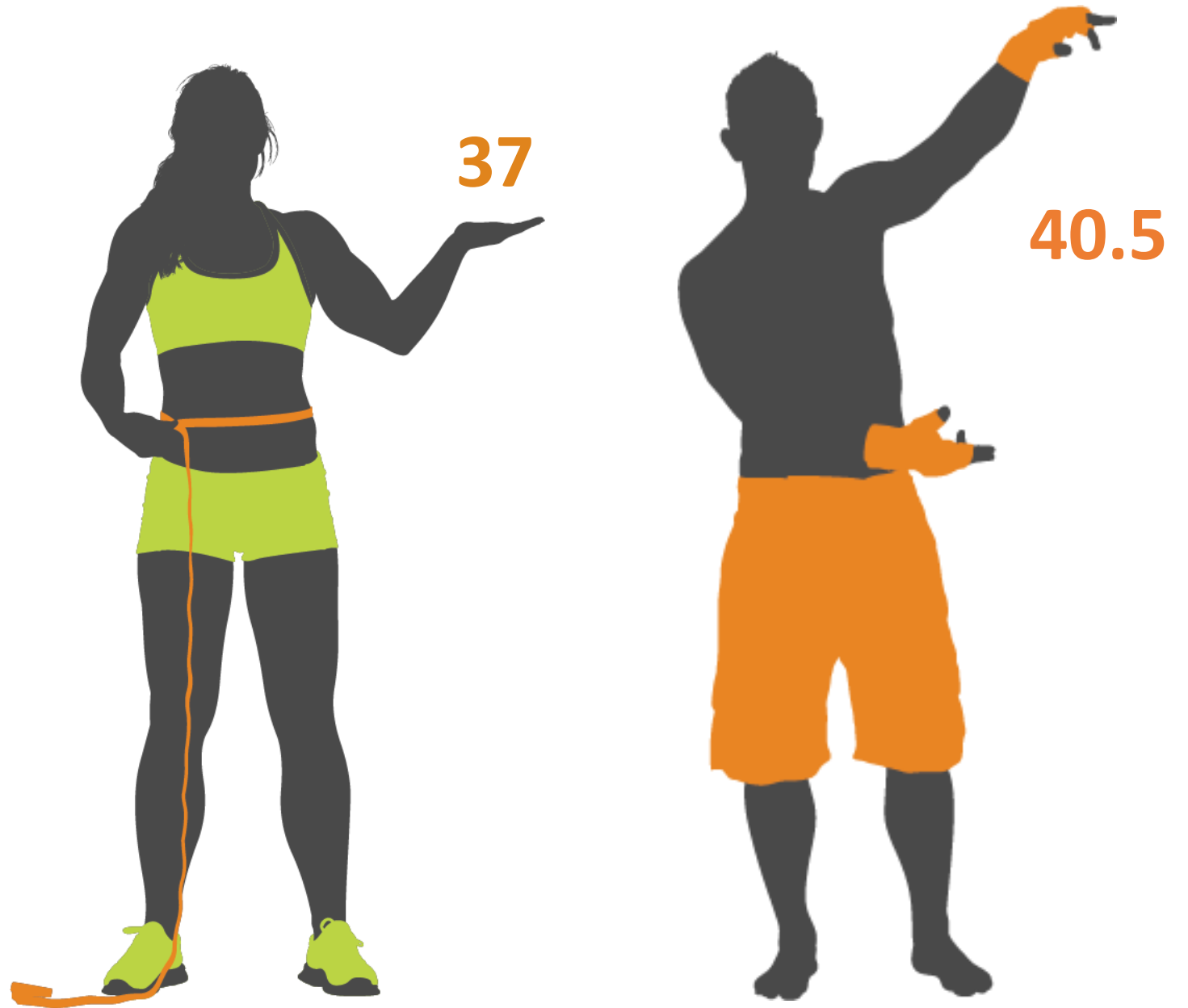
■ Aware ■ Not Aware



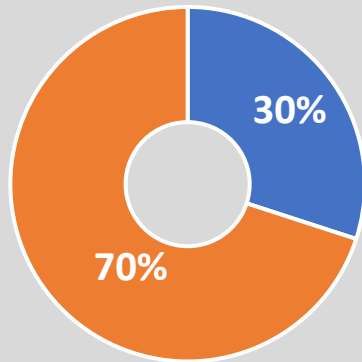
# BODY COMPOSITION: BODY MASS INDEX



# AVERAGE WAIST CIRCUMFERENCE FOR MEN AND WOMEN

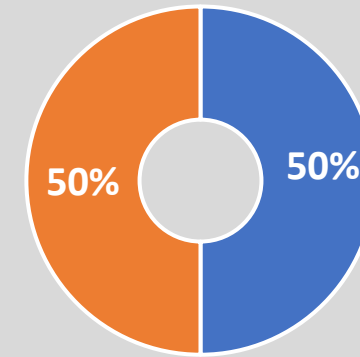


TESTED POSITIVE

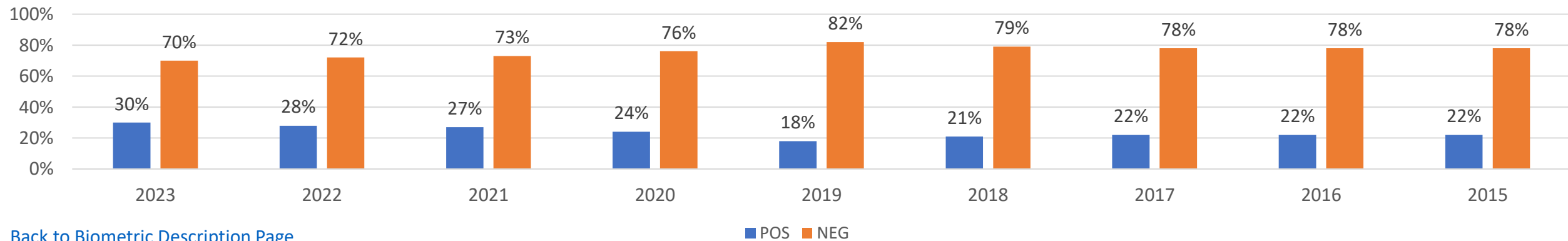


■ POS ■ NEG

INTERESTED IN QUITTING



■ Interested in Quitting ■ Not interested



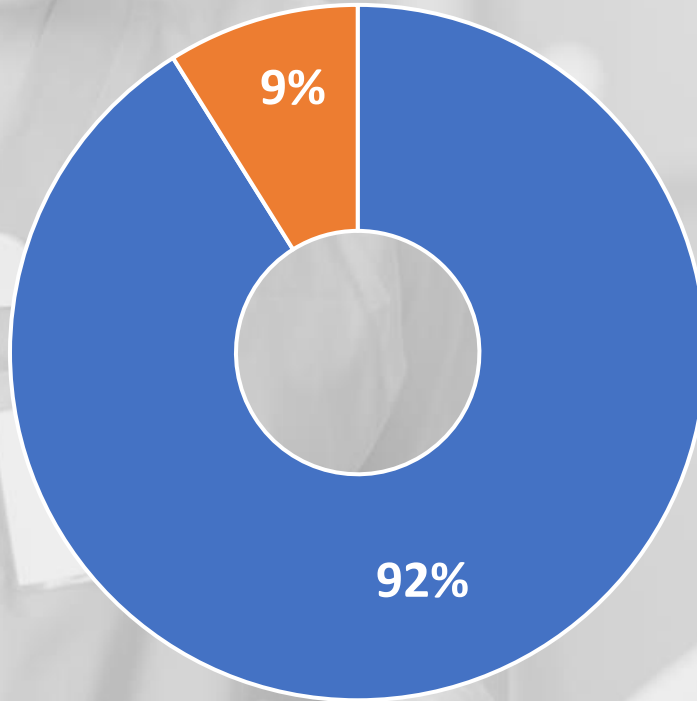




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## GAMMA-GLUTAMYLTRANSFERASE (GGT) TEST RESULTS

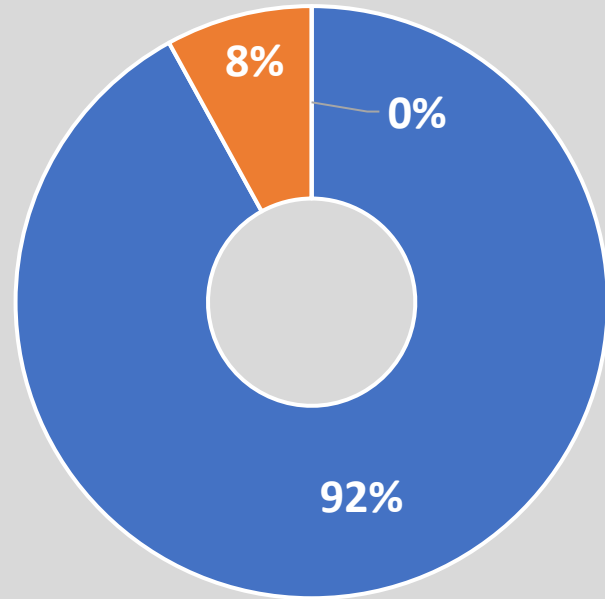
GGT BREAKDOWN



■ Low ■ High

# ADDITIONAL TEST OFFERED

## PROSTATE SPECIFIC ANTIGEN (PSA)



■ Low ■ Moderate ■ High

Low Risk = 0 - 2.4 Slightly Elevated = 2.5 – 6.5 Moderately Elevated = >6.6



Thank You!

Questions?



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