

Verrill Dana^{LLP}

Attorneys at Law

WILLIAM H. STILES
PARTNER
wstiles@verrilldana.com
Direct: 207-253-4966

ONE PORTLAND SQUARE
PORTLAND, MAINE 04112-0586
207-774-4000 • FAX 207-774-7499
www.verrilldana.com

October 14, 2005

By E-mail and U.S. Mail

Alessandro A. Iuppa, Superintendent
Attn: Vanessa J. Leon, Docket No. INS-05-700
Bureau of Insurance
Maine Department of Professional & Financial Regulation
124 Northern Avenue
Gardiner, Maine 04345

**Re: In Re: Review of Aggregate Measurable Cost Savings Determined by Dirigo
Health for the First Assessment Year
Docket No. INS-05-700**

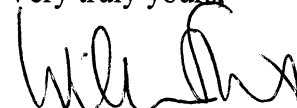
Dear Superintendent Iuppa:

Enclosed for filing in the above-referenced matter please find the original and one (1) copy of the following documents:

1. Filing Cover Sheet; and
2. Maine State Chamber of Commerce Designation of Witnesses.

Thank you for your attention to this matter.

Very truly yours,



William H. Stiles

WHS/rdl

Enclosure

cc: Service List (*by e-mail*)
John Kelly (*by e-mail and U.S. Mail*)
Kristine Ossenfort

STATE OF MAINE
DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION
BUREAU OF INSURANCE

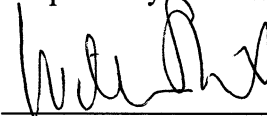
IN RE: REVIEW OF AGGREGATE)
MEASURABLE COST SAVINGS)
DETERMINED BY DIRIGO) FILING COVER SHEET
HEALTH FOR THE FIRST)
ASSESSMENT YEAR)

DOCKET NO. INS-05-700

To: Alessandro Iuppa, Superintendent of Insurance
Attn: Vanessa J. Leon

Dated Filed: October 14, 2005
Name of Party: Maine State Chamber of Commerce
Document Title: Designation of Witnesses
Document Type: Designation
Confidential: No

Respectfully submitted,



William H. Stiles, Bar No. 8123

VERRILL DANA, LLP
P.O. Box 586
One Portland Square
Portland, Maine 04112-0586
William H. Stiles Direct: (207) 253-4658
Email: wstiles@verrilldana.com
cc: rlefay@verrilldana.com

Phone: (207) 774-4000
Fax: (207) 774-7499

STATE OF MAINE
DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION
BUREAU OF INSURANCE

IN RE:)	
)	
REVIEW OF AGGREGATE)	
MEASURABLE COST SAVINGS)	MAINE STATE CHAMBER OF
DETERMINED BY DIRIGO HEALTH)	COMMERCE DESIGNATION OF
FOR THE FIRST ASSESSMENT YEAR)	WITNESSES
)	
)	
)	
)	
)	
Docket No. INS-05-700)	

Pursuant to the Second Procedural Order dated October 11, 2005, the Maine State Chamber of Commerce (“Chamber”), by and through its attorney, hereby submits this Witness Designation. The Chamber notes that due to the extremely compressed schedule for this Docket, it finalized its roster of witnesses only today and has only begun working with these witnesses to develop their testimony. Therefore, the summaries are general in nature.

WITNESSES

1. **Mr. John Sheils, Vice President, The Lewin Group.** Mr. Sheils is a nationally recognized expert on designing and evaluating health coverage expansion proposals. Mr. Sheils has evaluated the savings estimation methodology under the Dirigo program. Mr. Sheils will testify that the methodologies adopted by the Dirigo Board to identify alleged savings attributable to the operation of Dirigo (“Dirigo’s Methodology”) are unreasonable because they are not statistically valid; they will always produce alleged “savings” even in the absence of Dirigo initiatives; they fail to appropriately identify and account for “savings” resulting from

randomly occurring industry fluctuations in (among other items) patient volume and health care cost; and they incorporate improper and unsupported assumptions.

2. **Mr. Grady Catterall, FSA, Senior Manager, The Lewin Group.** Mr. Catterall is an actuary with over nineteen years experience in the health care, employee benefits and financial services field. Mr. Catterall assisted Mr. Sheils in analyzing Dirigo's Methodology. Mr. Catterall specializes in data and trend analysis, and developed the analysis specific to Dirigo's impact on insurance carriers. Mr. Catterall will be available to answer questions regarding his analysis.

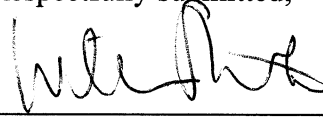
3 **Mr. Roland P. Mercier, Principal, Baker Newman Noyes.** Mr. Mercier, a health care consultant with over twenty-five years of experience in the field of health care finance and reimbursement, will provide testimony regarding the Dirigo's Methodology for alleged "savings" related to the Hospital Initiatives (COM and CMAD). Mr. Mercier will provide analysis of hospital financial statements, Medicare cost reporting information and other hospital data used in the Final Mercer Report, and will testify that Dirigo's Methodology is unreasonable because the alleged "savings" identified are not true savings to hospitals. He will also testify that Dirigo's Methodology is unreasonable because it attributes all alleged "savings" to the operation of Dirigo, and fails to consider savings that would naturally occur with fluctuations in patient volume, cost trends, and patient acuity (among other items).

4. **Maureen Kenney, Healthcare Strategist, Bath Iron Works.** Ms. Kenney will provide testimony regarding employer initiatives undertaken to address the cost and quality of health care in the State of Maine, including initiatives promoted by Bath Iron Works and the Maine Health Management Coalition.

5. The Chamber reserves its right to add additional witnesses based upon new information provided in the Board's responses to outstanding requests for information.

Dated: October 14, 2005

Respectfully submitted,



William H. Stiles, Lead Attorney
Beth Dobson, Co-Counsel
Brett D. Witham, Co-Counsel
Counsel for the Maine State Chamber
of Commerce

VERRILL DANA, LLP
P.O. Box 586
One Portland Square
Portland, Maine 04112-0586
William H. Stiles Direct: (207) 253-4658
Email: wstiles@verrilldana.com
cc: rlefay@verrilldana.com
Phone: (207) 774-4000
Fax: (207) 774-7499

CERTIFICATE OF SERVICE

I, William H. Stiles, attorney for the Maine State Chamber of Commerce, hereby certify that on this day the foregoing document was served on the following parties via first-class mail and electronic mail:

Alessandro A. Iuppa, Superintendent
Attn: Vanessa J. Leon, Docket No. INS-05-700
Bureau of Insurance
Maine Department of Professional & Financial Regulation
34 State House Station
Augusta, Maine 04333-0034
Vanessaj.Leon@maine.gov

William H. Laubenstein, III, Esq. Office of the Attorney General
6 State House Station
Augusta, ME 04333-0006
bill.laubenstein@maine.gov
Counsel for Dirigo Health Agency

Thomas C. Sturtevant, Jr.
Assistant Attorney General
Office of the Attorney General
6 State House Station
Augusta, Maine 04333-0006
Tom.Sturtevant@maine.gov

Compass Health Analytics, Inc.
Attn: John Kelly
465 Congress Street, 7th Floor
Portland, Maine 04101
jck@compass-inc.com

I, William H. Stiles, attorney for the Maine State Chamber of Commerce, hereby certify that on this day the foregoing document was served on the following parties via and electronic mail only, as follows:

Christopher T. Roach, Esq.
Pierce Atwood, LLP
One Monument Square
Portland, ME 04101
croach@pierceatwood.Com
Counsel for Anthem Health Plans of Maine, Inc.

Rufus E. Brown, Esq.
Brown & Burke 85 Exchange Street,
Suite 201
P.O. Box 7530
Portland, ME 04112
rbrown@brownburkelaw.com
Counsel for Consumers for Affordable Health Care

D. Michael Frink, Esq.
Curtis, Thaxter, Stevens, Broder & Micoleau, LLC
One Canal Plaza
P.O. Box 7320
Portland, ME 04112-7320
dfrink@curtisthaxter.com
Counsel for Maine Association of Health Plans

Roy T. Pierce, Esq.
Preti Flaherty Beliveau Pachios & Haley, LLP
45 Memorial Circle
PO Box 1058
Augusta, Maine 04332-1058
rpierce@preti.com

Dated: October 11, 2005



William H. Stiles, Bar No. 8123