



Jennifer Oliver
Account Manager
1302 Concourse Drive
Suite 402
Linthicum, MD 21090
(410) 691-1497
Fax: (410) 691-1198

December 11, 2008

Mr. David Marcus
Director, Employee Benefits
National Railway Labor Conference
1901 L Street, NW
Washington, DC 20036

Mr. Nick Stewart
CRLO Administrator
Transportation Communications
International Union
3 Research Place
Rockville, MD 20850

Dear David & Nick:

We would like to update you on the status of Aetna's ongoing efforts to negotiate an economically viable arrangement with BayCare Health System.

While we continue to negotiate in good faith, and have repeatedly offered BayCare Health System reasonable increases to their current rate, they have unfortunately failed to reciprocate with any compromise to their original demands. In fact, BayCare has increased their rate proposal since their original offer.

The attached timeline details Aetna's efforts, on behalf of our customers, as well as the corresponding responses from BayCare to date. You will note that since Aetna's original decision not to exercise an untenable contract option which would have yielded a 26% increase over the next three years, **BayCare has inexplicably chosen to ignore the magnitude of the community's financial challenges and increase their original demands to a proposed 30% over the next three years** based on Aetna's analysis.

Although we recognize there is a cost to providing quality healthcare, we can all agree that current economic conditions demand that we balance these increases with the needs of our community, to reach a fair and equitable arrangement that will not displace appropriate access to affordable health care. Aetna strongly maintains that our proposed contract representing a 20% increase over three years is sufficient to effectively strike that balance. The attached article, published by the St. Petersburg Times, would reasonably support that conclusion.

Although we are sensitive to the challenge of potential disruption, and regret any personal impact for our members, it would be irresponsible to concede to BayCare's demands. As such, in order to provide appropriate notice of this potential termination, we will begin mailing the attached member letters next week.

Alternate Hospitals

While we regret to inform you of this termination, we are pleased to report that all services available via the BayCare Health System hospital and their affiliated physicians are available at alternative Aetna contracted providers within close proximity to this location. In fact, 49 hospitals, over 1,700 PCPs and 4,000 specialists will remain available to your employees and their dependents in the Tampa St. Petersburg FL network. A partial listing of these alternative hospitals within the immediate area of the terminating facilities has been provided below. For a complete list of hospitals that are available following the termination, please visit DocFind®

Bayfront Medical Center
701 Sixth Street South
St. Petersburg, Florida 33701

Edward White Hospital
2323 9th Avenue North
St. Petersburg, Florida 33713

Helen Ellis Memorial Hospital
1395 South Pinellas Avenue
Tarpon Springs, Florida 34689

Largo Medical Center
201 14th Street Southwest
Largo, Florida 33770

Northside Hospital & Heart Institute
6000 49th Street North
St. Petersburg, Florida 33709

St. Petersburg General Hospital
6500 38th Avenue North
St. Petersburg, Florida 33710

Brandon Regional Hospital
119 Oakfield Drive
Brandon, Florida 33511

Memorial Hospital of Tampa
2901 Swann Avenue
Tampa, Florida 33609

South Bay Hospital
4016 State Road 674
Sun City Center, Florida 33573

Tampa General Hospital
1 Tampa General Circle
Tampa, General 33606

University Community Hospital
3100 East Fletcher Avenue
Tampa, Florida 33613

University Community Hospital - Carrollwood
7171 North Dale Mabry Hwy
Tampa, Florida 33614

Transition of Care Coverage

Aetna's standard Transition of Care policy will apply to members actively in a course of treatment. If any of your employees will require frequent or continuing consultation with a specialist physician for ongoing covered care, the employee should contact his or her current PCP who can help arrange transfer of that care to a similar specialist in the Aetna network. In addition, we want to help maintain continuity of care coverage if any of your employees are currently undergoing treatment for serious illness, pregnancy or injury with a specialist affiliated with the affected facility. In such an instance, our Patient Management RN staff and medical directors will review these cases personally and, when necessary, offer assistance to members who require transition of care coverage. For a limited time and when appropriate, Aetna will cover certain ongoing medical care for a serious illness for a specified period at the preferred level of benefits, rendered by a specialist who no longer participates in the network.

Distribution of Member Letters

Aetna will send letters to the following employees and their dependents:

- Employees and their dependents associated with the terminating PCP will be notified.
- Employees and their dependents who have been treated by a specialist provider at least twice in the past 12 months.
- Employees and their dependents who have utilized the terminating hospital at least twice within the last 12 months.

Please be assured that our Member Service Team is fully aware of the situation and has been trained on how to respond to related issues. They are ready to respond to member's questions such as Transition of Care, alternative facilities and specific plan coverage details. Please encourage your plan sponsors and their impacted employees to contact Member Services directly.

We appreciate your business and will continue to notify you in a timely manner regarding changes in Aetna networks nationally. If you have specific concerns or questions please feel free to contact me,

Sincerely,
Jennifer Oliver

Jennifer Oliver
Account Manager
Aetna®

Attachments:



C:\Data\encrypted\
SNC'S\FLORIDA-ALL\



C:\Data\encrypted\
SNC'S\FLORIDA-ALL\

cc: Walt Barrows
Wendell Bell
Bill Bohne
Bridget Compton
Dan Cook
Geneva Dourisseau
Thomas Fisher
William Hildenbrand
William Lichota
Robert Lockery
Russell Oathout
Sue Parks
Les Parmelee
Michael Williams
Dawn Fairhurst
Bill Lichota

“Aetna” is the brand name used for products and services administered by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and Aetna Health Inc.
Please note: Participating physicians and hospitals are independent contractors in private practice and are neither employees nor agents of Aetna or its affiliates. The availability of any particular physician or hospital cannot be guaranteed, and network composition is subject to change