



Creating solutions, changing lives.

Easter Seals New Hampshire

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Roger A. Seigny, Commissioner  
New Hampshire Insurance Department  
21 South Fruit Street #14  
Concord, NH 03301

Dear Commissioner Seigny,

You have before you the challenging task of reviewing New Hampshire impacts of the proposed merger between Anthem and Cigna insurance companies. I have been following the news with interest, and as a non-profit company with health care costs that are among the highest expenses we have, this is an issue that is both pressing and ongoing.

I do not consider myself an expert in the insurance trade, quite the contrary. I am writing for two reasons:

- 1) As the CEO of a large company in New Hampshire, I'm asking you to seek whatever way you can to help lower our surging health insurance costs without harming quality and access for employees.
- 2) While not commenting on the merits of the merger that is before you, I want to offer some corporate and character references for Anthem and its CEO, Lisa Guertin.

Anthem has been our Health Insurance provider for over 6 consecutive years. During that time, they have helped us launch a wellness program that has greatly improved the health of our large labor force while substantially lowering our premiums. This has helped many people who were previously unable to afford insurance to be on a very good plan. It has helped Easter Seals NH continue to have the resources to provide more free and reduced price service than any other non-profit in New Hampshire.

Anthem has also been a large player in the success of our Farnum Center, being the first major insurer to cover our medical detox and treatment programs. This has permitted us to be in the forefront of the treatment of the pervasive substance abuse epidemic the state faces and speaks to the character and commitment of the company.

I credit these acts of commitment to CEO Lisa Guertin, who has personally negotiated and implemented the insurance changes that have helped our 1600 person labor force thrive and our 4500 attendees (past 5 years) at the Farnum Center afford the treatment needed to start a new life.

The character and corporate commitment carry over into philanthropy as Anthem has sponsored our major fundraisers for alcohol and drug abuse 3 years in a row.

If leadership and character are a factor in your decision regarding the merits of the merger, I offer Lisa Guertin as the epitome of both, based on our longtime experience with her and her Anthem colleagues.

Sincerely,

Larry J. Gammon  
President & CEO

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