

DEPARTMENT OF CORPORATE RELATIONS

Special Report: 10.20

SUBJECT: Annual Report  
SUBMITTED BY: Ryan M. Larosa, MBA, Director  
REFERRED TO: Not Referred

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1 The Department of Corporate Relations has two items to report on:  
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- 3 1. MAG Association Health Plan (AHP)
- 4 2. Medical Cannabis Industry Relationships

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6 MAG Association Health Plan  
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8 In March, MAG launched its Association Health Plan (AHP). The COVID-19 Pandemic affected the  
9 initial rollout because most of the target practices were closed and were not able to continue through the  
10 quoting process.

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12 As practices reopen, it has made the scheduling calls and meetings much more manageable. The biggest  
13 challenge with quoting/onboarding is the practice staff completing the census information required to get  
14 a quote or follow up from the practice itself.

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16 The AHP currently has five practices enrolled, and we expect more to join during the 4th quarter when a  
17 majority of practices have open enrollment for their next contract year.

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19 Two examples of costs savings can be seen below:  
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- 21 • North Fulton Eye Care (MAG)  
22 Total Annual Cost Savings = \$5,883.96 (7.70% cost savings)
- 23 • Takle Eye Care (MAG)  
24 Total Annual Cost Savings = \$56,215.68 (27.40% cost savings)

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26 In addition, we have two practices that have joined who have never been able to offer group health  
27 insurance to their employees until MAG created its AHP.  
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29 Our insurance consultant that we have partnered with, Decisely, and our health carrier, Humana,  
30 sponsored a Top Docs episode to help promote the AHP and help with education on the program.  
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32 Medical Cannabis Industry Relationships  
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34 MAG continues working with stakeholders and policymakers in the Georgia Medical Cannabis program  
35 in the interest of patient safety. Our task force has played a crucial role in facilitating discussions between  
36 the industry and the Georgia Access to Medical Cannabis Commission (GAMCC).  
37

38 GAMCC received enough funding during the previous session to prepare the license application process.  
39 There have been some reports that GAMCC will begin the application process for its six licenses in  
40 October/November of this year and award licenses by January/February of next year. There is currently

1 no legal way for Georgia patients who have been certified by physicians to access medical cannabis in  
2 Georgia since the program began in 2015.

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4 Once the six licenses are awarded, some reports state it will still take 10-12 months before legal, medical  
5 cannabis products will be available to certified patients in Georgia.

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7 Several companies that are pursuing licenses have spoken with MAG about offering grants to support  
8 education and advocacy for patient safety. Staff reviews these proposals initially to ensure compliance  
9 with MAG policy, but there has not been a grant executed at this time.

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11 MAG Staff has also been in discussion with the Georgia Pharmacy Association (GPhA) about working  
12 together on rules for distribution and dispensing. No joint comments have been offered at the date of this  
13 report, but GPhA and MAG continue to share information.

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