



NAVCP

NATIONAL
ASSOCIATION
OF VISION
CARE PLANS

VISION CARE RETREAT

APRIL 24-25, 2024 • ST. PETE BEACH, FL



NATIONAL
ASSOCIATION
OF VISION
CARE PLANS

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PREMIER
PROGRAM

vsp[™] **VISION**

SCHEDULE OF EVENTS - WEDNESDAY, APRIL 24

- 8:00 a.m. – 5:00 p.m.** **Registration Desk Open**
Location: 5th Floor Foyer
- 8:00 a.m. – 8:30 a.m.** **NAVCP Board of Directors Breakfast** *(board members only)*
Location: South Terrace Veranda
- 8:30 a.m. – 12:00 p.m.** **NAVCP Board of Directors Meeting** *(board members only)*
Location: King Charles
- 12:00 p.m. – 1:30 p.m.** **Welcome Luncheon, Business Meeting and Federal and State Update**
- Participants:**
Paul McLean, Chair, NAVCP
Julian Roberts, Executive Director, NAVCP
Ethan Wilson, Vice President of State Issues, Stateside
Bob Wood, Chairman and CEO, BGR Group
- Location: South Terrace*
- 1:45 p.m. – 3:30 p.m.** **NAVCP Retail Council Meeting** *(invite only)*
Location: King Charles
- 1:45 p.m. – 3:30 p.m.** **NAVCP Provider Council Meeting** *(invite only)*
Location: Del Prado
- 3:45 p.m. – 5:00 p.m.** **NAVCP Retail and Provider Council Joint Meeting** *(invite only)*
Location: King Charles
- 5:30 p.m. – 6:30 p.m.** **Reception**
Location: South Terrace Veranda
- 6:45 p.m. – 8:00 p.m.** **NAVCP Provider Council Dinner** *(invite only)*
Location: Maritana
-

NAVCP PROVIDER COUNCIL PARTICIPANTS

- Michael Dasinger, Optometrist, North Georgia Family Eye Care
- Amir Khoshnevis, Optometrist, Vison Source
- Maria Sampalis, Optometrist, Sampalis Eye Care
- Thompson Sowash, Optometrist, Sowash Optometry Group
- Marc Tescher, Optometrist, Tescher Eye Center

SCHEDULE OF EVENTS - THURSDAY, APRIL 25

- 6:45 a.m. – 8:00 a.m. BusinessOutside Connection Beach Hike**
Bart Foster will facilitate deeper conversations and establish an atmosphere for authentic connections as participants walk shoulder-to-shoulder along the nearby beach.
- Location: Meet in Lobby*
- 8:00 a.m. – 4:00 p.m. Registration/Information Desk Open**
Location: 5th Floor Foyer
- 8:00 a.m. – 9:00 a.m. Grab and Go Breakfast**
Location: South Terrace
- 9:15 a.m. – 10:30 a.m. Here and Now**
The rate at which AI is infiltrating and advancing our society has many calling it our next Industrial Revolution. This roundtable will feature panelists providing an overarching look into the impacts that are happening now – positive and negative. Our subject matter experts will provide an update on healthcare AI focused legislative and regulatory trends at both the state and federal level and any potential impacts to the vision industry. The roundtable will also include an overview on how the managed vision care industry is using AI to advance vision care access and quality and highlight some of the potential future applications and limitations.
- Panelists:**
[James Bookwalter](#), SVP, State and International Issues, Stateside
[Robb Walton](#), Principal, BGR Government Affairs
[Ruth Yomtoubian](#), Head of the VSP Global Innovation Center
- Location: King Charles*
- 10:45 a.m. – 11:45 a.m. I Feel Your Pain**
We all have them. That one pain point in the vision care delivery system that continues to affect our day-to-day business. This highly discussive roundtable will identify and dissect two pre-identified pain points to see if there is an attainable solution or goal that the managed vision care industry can work toward. Retreat attendees will receive an anonymous survey prior to the event to identify these.
- Moderator:**
Julian Roberts, Executive Director, NAVCP
- Panelists:**
All Attendees
- Location: King Charles*

SCHEDULE OF EVENTS - THURSDAY, APRIL 25

12:00 p.m. – 1:00 p.m. **Luncheon**
Location: South Terrace

1:15 p.m. – 3:45 p.m. **Identifying the Inevitable**
NAVCP has hosted numerous roundtables and workgroups to try and identify the elusive answer to the value of vision care. Our industry has spent millions of dollars through associations and organizations focused on educating consumers, employers, legislators and regulators that vision care is essential. What the vision care industry needs is a breath of fresh air. This highly interactive, engaging session will get you out of your comfort zone and thinking about the future of vision care delivery. It will also explore ways that everyone in the vision care delivery system can work together to demonstrate this value.

Facilitator:
[Bart Foster](#), Founder, BusinessOutside

Location: King Charles

3:45 p.m. – 4:00 p.m. **Break**



**SEE EVERYTHING.
BE ANYTHING.™**

We believe that when people can see everything, they hold the power to become anything they set their sights on—in their personal lives, in their communities, and in the world.

Our mission is to help people enjoy the wonders of sight through healthy eyes and vision.

NCQA has reviewed and accredited Versant Health's Utilization Management functions only. For complete details on the scope of this review, visit www.ncqa.org.
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SCHEDULE OF EVENTS - THURSDAY, APRIL 25

4:00 p.m. – 4:45 p.m.

Sharing a Vision

At the end of the day our industry and member organizations all want to achieve the same goal and ensure everyone has access to quality, affordable vision care. Each year our association invites a non-profit to discuss disparities in access to care and how everyone in the vision care industry can come together and provide access to these underserved population groups.

Participant:

[Becky Palm](#), VP, Executive Director and General Counsel, OneSight EssilorLuxottica Foundation

Location: King Charles

5:00 p.m. – 7:30 p.m.

Reception and Beach Barbeque

Location: Beach Pavilion



We proudly support the
**the National Association of
Vision Care Plans.**

Healthier happens together®

*Aetna® and CVS Health® work together
to build healthier communities.*

Visit go.aetna.com/visionplans to learn more.



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At VSP Vision, our purpose is to empower human potential through sight. As the first and only national not-for-profit vision benefits company, this is what drives everything we do. For more than 65 years, VSP has been the leader in health-focused vision care. Every day, the people who power our complementary businesses (VSP® Vision Care, Marchon® Eyewear, Inc., Visionworks®, Eyefinity®, Eyeconic®, VSP Optics, and VSP Ventures) work together to create a world where everyone can bring their best vision to life. That means providing affordable access to eye care and eyewear for more than 85 million members through a network of more than 41,000 doctors. And it means expanding access to vision care to those disadvantaged by income, distance, or disaster. Through VSP Eyes of Hope®, more than 3.6 million people in need have received no-cost eye care and eyewear. Learn more about how we're reinvesting in greater vision, health, and opportunities for all at vspvision.com.



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Aetna, a CVS Health business, serves an estimated 34 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, vision and behavioral health plans, and medical management capabilities, Medicaid health care management services, workers' compensation administrative services and health information technology products and services. Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, visit www.aetna.com.



Established in 1972 to manufacture bifocal lenses, Shamir Optical Industry is a leading producer of advanced single vision and progressive lenses. Shamir is ranked among the world's top ten Progressive lens manufacturers. Their R&D Department, based in Israel, the start-up nation, consistently develops the latest technologies. Shamir's values are the driving force behind many of their ideas and actions, which keep the ECP in the center. Every Shamir representative is personally committed to the customers' vision, and to provide the best service and support to meet and exceed expectations, all with a personal touch.



Versant Health is one of the nation's leading managed vision care companies serving more than 39 million of our clients' members nationwide. Through our Davis Vision® and Superior Vision® independent provider networks, we help members enjoy the wonders of sight through healthy eyes and vision. Administering vision and eye health solutions that range from access to routine vision benefits to NCQA-accredited utilization management, Versant Health has unique visibility and scale across the total eye health spectrum. As a result, our clients' members enjoy a seamless experience with access to one of the broadest provider networks in the industry and an exclusive frame collection. Commercial groups, employer plans, and health plans that serve government-sponsored programs such as Medicaid and Medicare are among our valued customers.

THANK YOU TO OUR SUPPORTING SPONSORS



focalCenter is a vision industry market research consultancy. Trade associations, suppliers, alliances, data aggregators, management consultants, retailers, private equity groups and managed care organizations have engaged focalCenter to identify and illuminate market opportunities. Projects have included studies of key driver analysis, lifetime value, benchmarking, patient satisfaction, forecasting, and market share. focalCenter employs multiple sources for data, including point-of-sale, credit card, mobile, surveys, and geo data. Statistical analysis and dashboard reporting are often utilized. Ronald Krefman, OD, FAAO is the founder and CEO of focalCenter, and has been in the eyecare industry for 40+ years where he served as medical school faculty, private practice optometrist, founder of an innovative reading glass company and editor of eyecare journals. Dr. Krefman has post graduate training in psychometrics at Harvard, served as principal investigator for multiple clinical trials/effectiveness studies, has authored more than 20 peer-reviewed publications, and has patents issued for eyecare products.



SKYGEN powers transformation of vision and dental benefits administration with technology and service solutions that reduce healthcare costs, improve access to care, increase healthcare value and elevate experiences and satisfaction for all stakeholders. SKYGEN partners with healthcare payers, delivery systems, and state regulatory agencies to serve more than 17 million vision benefit consumers. With its intelligent software-as-a-service (SaaS) automation, third-party administration (TPA), marketplace connectivity and risk management solutions, SKYGEN powers the nation's leading healthcare organizations. SKYGEN provides solutions for both commercial and government markets, and serves nearly 50 million member lives across its vision and dental solutions, in all 50 states plus the District of Columbia and Puerto Rico. For more information, please visit www.skygenusa.com.



Unum Group (NYSE: UNM), an international provider of workplace benefits and services, has been helping workers and their families for 175 years. Through its Unum and Colonial Life brands, the company offers disability, life, accident, critical illness, dental, vision and stop-loss insurance; leave and absence management support; and behavioral health services. In 2023, Unum protected 45 million workers and their families, paying nearly \$8 billion in benefits and reporting revenues of \$12.4 billion. The Fortune 500 company is one of the 2023 World's Most Ethical Companies, recognized by Ethisphere®.