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Subject: BlueCross BlueShield Visit
Location: BlueCross BlueShield of South Carolina, Corporate Headquarters and Data Center, I-20 at Alpine Road, Columbia, S.C.
When: 6/1/2015 10:30:00 AM - 11:30:00 AM

Advance: Jamie Maxwell
(864)323-4238

APPROVED BY: NH and Tim on 3/6

EVENT: BlueCross BlueShield Visit

DATE: Monday, June 1, 2015

TIME: 10:30-11:30 AM

LOCATION: BlueCross BlueShield of South Carolina, Corporate Headquarters and Data Center, I-20 at Alpine Road, Columbia, S.C.

LOCATION SET-UP:

ON-SITE LOCATION CONTACT:

Office: 803-264-3092

Cell: 803-729-8477

Email: JIM.MORRIS@bcbssc.com

A secondary contact for you is Mr. Jerry Garner.

Office: 803-264-3750

Email: JERRY.GARNER@bcbssc.com

SCHEDULING CONTACT:

Trey Walker

Senior Advisor, Government Affairs

BlueCross BlueShield of South Carolina

803-206-0847

Trey.Walker@bcbssc.com

PRIMARY STAFF: Ashton Lee

ADVANCE STAFF: Zach Pippin

PURPOSE: Governor Haley asked for the visit to help her educate and empower government and regulatory leaders with information demonstrating the breadth and depth of BlueCross BlueShield of South Carolina's impact on our state's economy through its entities and employees. Armed with this information, she seeks to help neutralize threats and enhance opportunities for us to continue to grow and bring good paying jobs to our state.

PRESS: Yes with facility security restrictions.

PUBLIC: No.

INVITED BY:

Trey Walker
Senior Advisor, Government Affairs
BlueCross BlueShield of South Carolina

INTRODUCED BY: N/A

LENGTH OF SPEAKING: No formal speaking.

AGENDA:

10:30	Governor Haley Arrival and Greeting	David Pankau James D'Alessio Trey Walker
10:30 – 10:50	Meeting with Mr. Pankau and Executive Staff Location: Board Room	David Pankau Judy Davis Jim Deyling Bruce Hughes Mike Mizeur Steve Wiggins Harvey Galloway James D'Alessio Trey Walker
10:50 - 11:10	Data Center Tour 1. Scale of data center operations. 2. Workforce development needs, IT- ology.	Phil Togneri David Pankau Steve Wiggins James D'Alessio Trey Walker Others as interested
11:10 - 11:30	Employee Meet & Greet Location: Tower Lobby – Brief Remarks from Stairs	Business heads should have employees gather in lobby at 11 am.

TAKE-AWAY MESSAGES FOR GOVERNOR HALEY:

- BCBSSC has nearly 10,000 employees in South Carolina, and employees almost 3,000 more through contract or temporary work. Our average employee wage is almost \$53,000 - 18% higher than the median household income in South Carolina.
- BCBSSC strives to grow and create new jobs by diversifying and complementing its existing business with subsidiaries and large-scale ventures into the high tech data processing market – serving clients such as the United States Department of Defense, CMS, other Blue Cross plans around the country and other large, national corporations.
- Through these varied activities, BCBSSC and its subsidiaries serve over 2 million customers in South Carolina and over 94 million Americans. The company processes \$1 billion a day in health care claims –almost 12% of the nation's total health expenditure.
- The company occupies 3 million square feet, pays over \$65 million dollars in state and local taxes, and according to the University of South Carolina, has an annual economic impact on South

- Carolina of \$4.8 billion.
- BCBSSC prides itself on its willingness to invest in South Carolina's future, through corporate and employee philanthropy, through the focused work of our foundation to collaborate with state agencies and create a healthier state, and through our significant investment in IT-ology to address workforce development issues.
- A significant amount of our success comes from our large government contracts. The bidding for these contracts has grown more and more intense over the years. There is tremendous pressure to bring down costs in order to lower our bid prices both for retaining current work and competing for new business.