

 Morton Plant  
Mease Hospitals  
 St. Anthony's Hospital  
 St. Joseph's Hospitals  
South Florida Baptist Hospital

MANAGED CARE  
3001 W. Dr. Martin Luther King Jr. Blvd.  
Tampa, FL 33607  
T. 813.870.4020  
www.baycare.org

December 5, 2008

Osgood Industries  
601 Burbank Rd  
Oldsmar, FL 34677

Dear Sir or Madam,

We want to provide you an update about our situation with Aetna. As you may recall from earlier communications, Aetna terminated our hospitals' contract on August 20. Unless a new contract is signed, BayCare Health System hospitals will be out of the Aetna network on December 31, 2008.

You may be hearing from Aetna that BayCare is asking for a 30 percent increase. This is simply not true. We are asking Aetna for market rate payments, equal to what other insurance companies are paying for the same care. The reality is that Aetna pays less than other insurance companies for the same care, and the adjustments we need do nothing more than bring them in-line with the fair payments we receive from others.

We have proposed a three year contract with market rate payments, nothing more. Fair payments to BayCare will not affect Aetna's premiums and they realize that. The real issue is how Aetna spends the premium dollar and how much they're keeping as profits. Aetna is capable of paying what other insurance companies pay for care without raising premiums one penny.

We are not optimistic Aetna will work toward a fair contract.

Certain outpatient centers and facilities are not part of the current contract we are negotiating; Aetna members may continue to access them. The facilities and services that are not impacted include Tyrone Imaging Center, Carillon Imaging Center, St. Anthony's PET/CT Center, Physician's Surgery Center at St. Anthony's Hospital, St. Joseph's Imaging Centers (Carrollwood, Westchase, Van Dyke and Main), Trinity Outpatient Center - Imaging, Trinity Surgery Center, Bardmoor Outpatient Center - Surgery and Imaging, John Knox Village, MedSpecialists Imaging, Morton Plant Rehabilitation Center, BayCare Occupational Health and BayCare HomeCare.

If you have any questions, please contact our Managed Care hotline at 813/554-8117.

We will continue to keep you updated about this situation.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Kazmierski".

Diane Kazmierski  
Vice President of Managed Care  
BayCare Health System