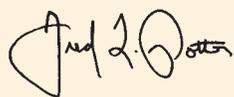


Dear Friends,

I am excited to share with you the inaugural issue of KV's biannual newsletter. I firmly believe in our work, assisting state departments of health to secure stable vaccine supplies for both children and adults. The U.S. Center for Disease Control has placed childhood immunization among the "top 10 greatest public health achievements of the 20th century." We eagerly assist states as they improve access to vaccines and lower immunization costs. 2016 was a year of remarkable growth for KV. We welcomed several new team members who are dedicated to advancing improved healthcare. We also aired a segment on Fox Business detailing the mechanics and benefits of universal vaccine purchase programs and grew our base knowledge about the adult component in universal vaccine programs. As 2017 begins, we are looking forward to several new and exciting initiatives as well as continuing to serve the public health community.



Fred L. Potter
KidsVax® Managing Member

Inaugural Issue

At KidsVax® (KV), we are always focused on improving our client services. In 2002, KV began administering New Hampshire's vaccine program. Since then, we have expanded to five other states. With that expansion has come growth in both staff and expertise. From offices in Concord, New Hampshire and Seattle, Washington, KV strives to meet the specific needs of each state through its staff and team of outside consultants. Over the past year, KV reassessed the needs of its clientele and restructured internally to provide more efficient service and outreach. We are delighted to welcome Matthew Miller as the Client Services Coordinator and Emily McKenna, who joined our team of outside consultants and previously assisted the Washington Vaccine Association with client relations. After receiving several requests, we also started this bi-annual newsletter to keep our clients and others up to date on news and current events.



\$52.9 MILLION

Saved by KidsVax®-administrated programs in 2016

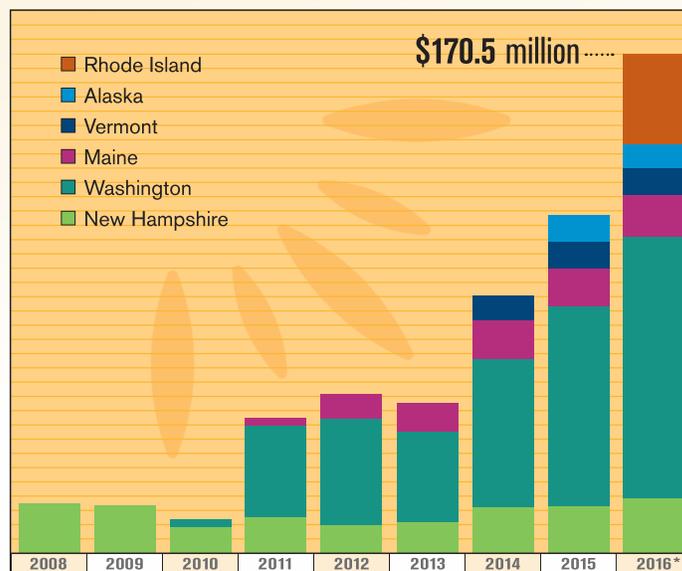
\$1 spent on vaccines



\$10 saved in health costs



KidsVax® Annual Vaccine Funding by State



*Based on estimated funding data

BY THE NUMBERS

STATE SPOTLIGHT

New Hampshire

At the turn of the millennium, New Hampshire was one of a handful of states ensuring that all resident children have access to recommended vaccines through universal vaccine purchase. The New Hampshire Vaccine Association (NHVA), led by Nicole Price, collaborates with the NH Department of Health and Human Services (DHHS) to ensure there is funding for the universal vaccine program. NH DHHS and its Office of Community and Public Health Immunization Program also provide key support for the vaccine program as well as leading the way with:

- outreach and education to the public and providers;
- vaccine inventory management, storage, shipping and quality assurance; and
- immunization initiatives for children and adults

To date, the NH universal vaccine program has produced cumulative savings in healthcare costs of over \$62 million dollars. Year over year, NH continually has some of the highest child immunization rates in the country.

What's New

KV is headed to several conferences this year!

After presenting at the Florida Immunization Summit in St. Petersburg in February, KV will be in Charleston, South Carolina for the Association of Immunization Managers (AIM) Leadership in Action Conference. We are also attending the National Meeting for the American Immunization Registry Association (AIRA) in Chicago, Illinois in April.

Special Initiatives

Part of KV's work includes coordinating efforts with UVP states to ensure payer equitability. Citing federal supremacy clause and other policy objections, military insurer TRICARE had refused to reimburse UVP states for its beneficiaries' immunization costs. Consequently, state treasuries or private insurers had to bear the financial burden of vaccine costs for children with military insurance. TRICARE now owes over \$40 million cumulatively to all UVP states. Over the last six

years, KV has sought to work with the Defense Health Agency to gain its participation. Throughout 2015 and 2016, KV, alongside UVP states, secured statutory language in the 2017 National Defense Authorization Act, which passed Congress on December 8. The provision allows TRICARE's participation in all UVP programs. This could not have been accomplished without the dedication and input of representatives from UVP states. We look forward to continuing our work as a new legislative initiative in 2017 begins to recover the arrears owed for TRICARE's past non-participation.



Our Team

Congratulations to our new regional CEOs!

In response to growing client needs and an expansion of our base, KV has responded by bringing on additional talent to supplement our work force and professional expertise. Also, we are excited to announce that Nicole Price and Julia Walter have assumed positions as CEOs for the Northeast and Northwest Regions. Check out their bios below!

NICOLE PRICE

Nicole joined the senior management team of KV with an initial assignment as Deputy Executive Director of the New Hampshire Vaccine Association. Since then, her role has expanded and she now serves as the Northeast Region CEO. Nicole earned a B.A. in Rhetoric and Communication studies from the University of Virginia and J.D. from the College of William & Mary. Licensed to practice law in Virginia and New York, she

has represented private clients as well as government agencies. As a senior higher education administrator, Nicole has led teams in the development of Title IX policies and protocols, compliance reviews, strategic planning and implementation for diversity, and inclusion and enrollment management.

JULIA WALTER

Julia is an attorney who has experience with public health and regulatory law concerning universal vaccine purchase programs. She currently serves as the Executive Director of the Washington Vaccine Association and the Alaska Vaccine Assessment Program. Julia received her B.A. in Political Science, her M.A. in Government from Regent University where she earned the "Most Outstanding Scholarship Award" for her graduating class, and also earned her J.D. from Regent, graduating Magna Cum Laude. Following law school, she served as a law clerk in the Federal District Court in the Eastern District of Virginia.



KIDSVAX® STAFF

Fred Potter, Managing Member

Claire Roberge, Controller

Nicole Price, CEO, Northeast Region

Julia Walter, CEO, Northwest Region

Terry Mills, Executive Assistant

Ashley Kittrell, Communications Coordinator

Matthew Miller, Client Services Coordinator

Timothy Chevalier, Project Manager

Peter Smith, Financial Analyst

Norm Roberge, Accountant

Emily McKenna, Administrative Assistant

Our Extended Team: KV's staff are supported by an extended network of specialized talent under contract with KV to serve the needs of clients on an as-needed basis.