



Adam E. Block, Ph.D.

Principal, Charm Economics, LLC Established 2018
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Education & Academic Credentials

New York Medical College , Assistant Professor of Public Health	2017- present
Harvard University , PhD Health Policy/Economics	2002-2007
Amherst College , BA <i>cum laude</i> , Neuroscience	1995-1999

Recent Clients/Consulting Projects

ReferWell: Speciality Referral Software Value of Leakage Reduction	2020
<ul style="list-style-type: none"> • Estimated the value of leakage reduction by MCOs and ACOs • Estimated the annual value of reduction in readmissions due to improved specialist utilization • Developed ROI model for key metrics and slides for use in sales and marketing 	
RLDatix: Patient Safety Software Impact of Patient Safety on Medical Costs¹	2018-present
<ul style="list-style-type: none"> • Estimates patient safety savings of \$4.8M per 100,000 admissions available to hospitals • Presented at UK Patient Safety Conference, Manchester, UK, July 2019 • Presented at American Society Healthcare Risk Management, Baltimore, MD, October 2019 	
Making Patient Safety A Standard of Care	
<ul style="list-style-type: none"> • Evaluated impact of 2009 HITECH Act on electronic medical records and other rapid technological adoption in health care 	
Regulations and Patient Safety in the United States and United Kingdom	
<ul style="list-style-type: none"> • Evaluated success and failure of regulatory programs in US and UK to improve patient safety from 2000 to 2020 	
SeLux Diagnostics (featured in NYT on Feb 24, 2020) Economic Evaluation of Rapid AST	2019-2020
<ul style="list-style-type: none"> • Developed 31 part Excel model identifying cost savings opportunities/value for hospitals • Hospital bed day value reduction of 5M per 100,000 admissions and 11M total savings • Publication to be submitted to peer-reviewed journal: <i>Critical Care Medicine</i> on sepsis results 	
HRHCare (Federally Qualified Health Center) Evaluation of Medication Assisted Therapy (MAT)	2019-present
<ul style="list-style-type: none"> • Design dashboards to evaluate success of treatment and cost of treatment 	
National Phenylketonuria Alliance Medical Nutrition Equity Act Cost Evaluation	2019-2020
<ul style="list-style-type: none"> • Built model of Congressional Budget Office type estimate shared with Senate Finance Committee 	
Igenomix (Reproductive Endocrinology lab)	2018-2019
<ul style="list-style-type: none"> • Evaluate billing data and determine targets for managed care contracts • Design and prototype managed care contracts and discount rate models for negotiation 	

¹ <https://resources.rldatix.com/en-us-healthcare-leadership/the-impact-of-patient-safety-on-medical-costs>



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Health Policy Consulting/Advising

- Evercore ISI “Medicare For All and Private Equity,” Boston, October 2018
- Member Pete Buttigieg Presidential health Policy Committee
- Councilman Ritchie Torres: Democrat Running for Congress, 15th District of New York
- Art Haywood: State Senator of Pennsylvania, 4th District

Legal Expert Witness Experience

2018: Mohammad v. Northwestern: Testified on Medical Cost Prices and ACA for Brustin and Lunblad, LLC
 Charles Muhammad v. Northwestern Memorial Hospital and Medical Center and Thomas W. Allen, MD No. 12 L 012174

2019-2020: Contracted work on behalf of Donohue, Brown, Mathewson & Smyth, LLC: Cook County Circuit Court Case number L-000627

2020: Contracted work on behalf of Susan Hamm Law, Shreveport Louisiana on Medicare fraud.

Data Set Experience

New York State Hospital Inpatient & Outpatient Discharge Data (SPARCS), New York State Medicaid Claims, MEDPAR-Part A Medicare Claims, Interstudy Managed Care Enrollment Data, Medicare Cost Reports, CCIIO AV Calculator

Hospital & Managed Care Experience

Montefiore Health System

Bronx, NY

Director of Strategic Analytics

2015-2017

- Created performance reporting strategy for Montefiore’s Delivery System Reform Incentive Payment (DSRIP) program
- Developed risk contracting strategy and risk lives projections with Executive Leadership
- Selected data vendors based on validity of source data, extensive analysis of methodology and system functionality and negotiate data and software vendor contracts
- Oversaw a master data warehouse for Strategic Planning’s 12 integrated data sets, including publicly available and proprietary data sets
- Provided ad hoc, quick turnaround analyses for Executive Leadership
- Analyzed data sets including: New York State hospitals discharge (SPARCS), Discharge/ED Data, DSRIP and other quality metrics, Medicaid claims and provider databases
- Managed one direct report and oversee project work for four data analysts

Fidelis Care: New York State Catholic Health Plan

Rego Park, NY

Finance Department: Director of Medical Economics and Provider Reimbursement:

2013-2015

- Led analytics team on medical and pharmacy costs for a New York State MCO with one million members
- Authored medical cost report for quarterly meetings of the Fidelis Care Board of Directors
- Calculated shared savings for value based contracts
- Supervised medical cost and claims portion of the 2015 and 2016 Medicare plan submission to CMS
- Reviewed all weekly payments to hospitals and other health care providers prior to CEO sign-off
- Managed staff of twelve including two managers and ten analysts



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Public Sector Experience

Centers for Medicare and Medicaid Services Director of Health Plan Policy

Bethesda, MD
2010-2013

- Authored Affordable Care Act (ACA) essential health benefits and actuarial value policy regulations and guidance which set health benefit standards for over 40 million Americans
- Led regulatory impact analysis of key ACA regulations
- Advised White House, CMS Administrator, Secretary of HHS and other Presidential appointees on health plan benefit regulatory changes
- Developed regulations on small group market (SHOP) exchanges
- Coordinated written communications with Congress, States and stakeholders
- Managed team of six CMS regulators

United States Congress: Joint Committee on Taxation Policy Economist

Washington, DC
2008- 2010

- Contributed to writing the ACA and analyzed legal language to confirm Congressional intent
- Wrote committee reports and other official Congressional records of health-related tax legislation such as COBRA, CHIP and the ACA
- Generated policy solutions for implementing individual responsibility, employer responsibility, small business tax credits, health insurance tax credits, and other provisions for the ACA

Academic/Trade Publications & Invited Talks

- **Adam E. Block** and Michael Adelberg, “Will Telemedicine Create Perfect Competition,” Medical Economics. September 22, 2020. <https://www.medicaleconomics.com/view/will-telemedicine-create-perfect-competition>
- **Adam E. Block** and George Contreras, “COVID-19: As we Emerge Into a “New Normal” Balance Your Risks,” USA Today Network. September 16, 2020. <https://www.dailyrecord.com/story/opinion/2020/09/16/covid-19-balance-risks-opinion/5808178002/>
- Karan Bains, Raj Pammel and **Adam E. Block**, “The Economic Value of Rapid AST in Reducing Length of Stay of Septic Patients,” Anaesthesia & Surgery Open Access Journal. August 12, 2020. <https://irispublishers.com/asoaj/pdf/ASOAJ.MS.ID.000530.pdf>
- **Adam E. Block**, Kevin van Dyke and Leah Dillard, “Profits of Publicly Traded Health Plans Surge Amid Requests for Higher Rates” Managed Healthcare Executive, August 6, 2020.
- Sara Abrahams, **Adam E. Block**, Lauren D. Block and Joseph Conigliaro, Doctors Hate Deductibles: Physicians and other Health System Employees Pay Thousands per Year to Avoid High Deductible Plans,” *Invited Oral Presentation*: Society for General Internal Medicine Annual Meeting, Birmingham, AL, May 6-9, 2020
- Ira Bedzow and **Adam E. Block**, “With COVID-19, Civil Discontent Must Not Lead to Cividl Disobedience,” The Globe Post. April 29, 2020. <https://theglobepost.com/2020/04/24/covid-19-government/>
- Ira Bedzow and **Adam E. Block**, “Weighing the Economics, Public Health Benefits of Sheltering in



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Place,” Modern Healthcare. April 6, 2020. <https://www.modernhealthcare.com/opinion-editorial/weighing-economics-public-health-benefits-sheltering-place>

- **Adam E. Block**, Kevin Van Dyke and Adaeze Enekwechi, “Too Little or Too Late: US Senate Response to Public Health Crises,” The Globe Post. April 3, 2020. <https://theglobepost.com/author/adamkevinadaeze/>
- **Adam E. Block**, Susan Cardenas and Mark J. Kittleson, “The Affordable Care Act – From Health Policy to Implementation: Lessons Learned,” **Health Behavior and Policy Review** 2020; 7(1): pp. 3-12. DOI: <https://doi.org/10.14485/HBPR.7.1.1>
- **Adam E. Block** and Jade Bedell, “Medicare for All:A Rebuttal to Dr. Himmelstein,” Society of General Internal Medicine Forum, vol 43 (1), January, 2020, p. 13. <https://www.sгим.org/File%20Library/SGIM/Resource%20Library/Forum/2020/SGIM-JAN-9.pdf>
- **Adam E. Block** and Sachin Agrawal, “The Value of Patient Safety,” American Society of Healthcare Risk Management (ASHRM), Baltimore, MD October 15, 2019.
- Jade L. Bedell, **Adam E. Block**, Carole Wacey and Kenneth Knapp, “Mixed-Methods Evaluation of a New York City Resource Guide for Low-Income Residents,” Cogent Social Sciences, (2019) Vol 5. <https://www.cogentoa.com/article/10.1080/23311886.2019.1660521>
- **Adam E. Block** and Jade Bedell, “Medicare for All 2020,” Society of General Internal Medicine Forum, vol 42 (9), September, 2019. <https://www.sгим.org/File%20Library/SGIM/Resource%20Library/Forum/2019/SGIM-Sept-1.pdf>
- **Adam E. Block**, “Medicare for All and Other 2020 Federal Proposals,” Hudson Valley Access to Care Coalition, NYMC, September 19, 2019.
- **Adam E. Block**, “Moonshot Scholars:” Touro University, September 19, 2019
- **Adam E. Block** and Sachin Agrawal, “The Value of Patient Safety in the Digital Age: A Data Driven Approach,” UK Patient Safety Congress, Manchester, UK, July 2, 2019.
- **Adam E. Block**, “High Administrative Costs and Low Enrollment Led to the Demise of Startup Insurer Crystal Run,” Managed Care, July/August 2019, pp. 45-47. https://www.managedcaremag.com/system/files/storypdfs/mc1907_or_crystalrun.pdf
- **Adam E. Block**, Impact of Costco Brand Name Hearing Aid Expansion on Otolaryngology Office Hearing Aid Revenue,” Otolaryngology Open Access Journal, Volume 4, Issue 1, June 26, 2019. DOI: 10.23880/OOAJ16000180 <http://medwinpublishers.com/OOAJ/OOAJ16000180.pdf>
- Lauren Block MD MPH, **Adam E. Block** PhD, Joseph Conigliaro MD MPH and Nancy LaVine MD “The Financial Cost of Interprofessional Team Training: What’s the Bottom Line?”, Society for General Internal Medicine Annual Conference, Poster Presentation, April 30, 2019.
- **Adam E. Block**, “The Impact of Terrible Yelp Reviews on New Patient Volume,” YELP, February 15, 2019.



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- **Adam E. Block**, “The Impact of Terrible Yelp Reviews on New Patient Volume,” Academy Health National Health Policy Meeting, invited presentation, February 5, 2019.
- **Adam E. Block**, “High Frequency ED Utilizers Patient Loyalty,” Academy Health National Health Policy Meeting, invited poster presentation, February 4, 2019.
- **Adam E. Block**, “A Financial Analysis of New York City Start-up Health Plans and Reasons for Their Losses,” *Managed Care*, December, 2018, pp. 42-48.
<https://www.managedcaremag.com/archives/2018/12/financial-analysis-new-york-city-start-health-plans-and-reasons-their-losses>
- **Adam E. Block**, “An Economic Evaluation of *American Patients First* –The Trump Administration’s Strategy to Lower Drug Prices,” *Journal of General Internal Medicine Forum*, July 2018, v41(7).
- **Adam E. Block**, “Trouble in Paradise: The Financial Woes of Three New York City Startup Health Plans;” Academy Health: National Health Policy Conference: Invited Poster Presentation, Feb 5, 2018.
- **Adam E. Block**, Michael Cohen, Aree Bly and Michael Adelberg “The Potential Premium Impact Of An Essential Health Benefits Benchmark Change In Four States,” *Health Affairs Blog* January 4, 2018.
<https://www.healthaffairs.org/do/10.1377/hblog20180103.743476/full/>
- **Adam E. Block** “Opinion: Trump’s executive order will have limited impact on insurance market,” *Managed Healthcare Executive*. October 25, 2017.
<http://managedhealthcareexecutive.modernmedicine.com/managed-healthcare-executive/news/opinion-trump-s-executive-order-will-have-limited-impact-insurance-market>
- Joel Ario, **Adam E. Block** and Ian Spatz, “Premium Rate Variation In Exchanges Is An Eye Opener,” *Health Affairs Blog*. August 7, 2013. <http://healthaffairs.org/blog/2013/08/07/premium-rate-variation-in-exchanges-is-an-eye-opener/>
- **Adam E. Block** and Douglas M. Norton, “Nurse Labor Effects of Residency Work Hours Limits,” *Nursing Economics*. 26(6), February, 2009, pp. 368-373.
- **Adam E. Block**, et al, “Patient and Physician Predictors of Post-Fracture Osteoporosis Management,” *Journal of General Internal Medicine*. 23(9) September, 2008, pp. 1447-1451.
- **Adam E. Block**, “Costs and Benefits of Increased Drug Use Due to Direct-To-Consumer Advertising: The Case of Depression”, *Pharmacoeconomics*. 25(6), June, 2007, pp. 511-521.

Peer Reviewer

Peer reviewer for: JAMA Internal Medicine, American Journal of Managed Care, American Journal of Accountable Care

Quoted in Popular Press

- Westchester County Business Journal, “Hospitals are now required to post prices, but the warn the list is not what you’ll pay,” January 12, 2019, Reporter Ryan Deffenbaugh



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- AM New York, “De Blasio’s NYC Care likely won’t decrease emergency room visits, experts say” January 10, 2019, Reporter Nicole Brown
- Fierce Healthcare, “Administrative Network Costs Doomed New York City Health Plan Startups,” December 20, 2018, Reporter Eli Richman
- Karen Appold, “Open enrollment: 7 Ways Trump’s Actions Could Impact Uninsured Rate” Managed Healthcare Executive. November 26, 2017.
- Mattie Quinn, “What’s the Difference Between an HSA, FSA, and HRA?” Self Magazine. April 16, 2018.

Grants

- Phelps Hospital Family Medicine Residency Program, “Health Services Research” \$5,000, February 2018 to February 2019, with Hasanat Alamgir.
- Women’s City Club of New York, “Evaluation of Citywide Guide,” \$15,100, Co-Investigator Ken Knapp, 1/18-5/18.

Government Publications

- “Patient Protection and Affordable Care Act: Standards Related to Essential Health Benefits, Actuarial Value, and Accreditation” (CMS-9980-F): February, 2013.
- “Regulatory Impact Analysis: Establishment of Exchanges and Qualified Health Plans, Exchange Standards for Employers (CMS-9989-F) and Standards Related to Reinsurance, Risk Corridors and Risk Adjustment” (CMS-9975-F): March, 2012.
- Joint Committee on Taxation: “Technical Explanation Of The Revenue Provisions Of The Reconciliation Act Of 2010, As Amended, In Combination With The Patient Protection And Affordable Care Act” (JCX-18-10): March, 2010.

Teaching Experience

New York Medical College School of Health Sciences and Practice

- Health Policy and Management: Health Economics (HPMM: 5002) Online Fall & Summer, 2017, 2018
- Health Policy and Management: Health Economics (HPMM: 5002) Classroom Spring, 2018
- Health Policy and Management: Markets and Regulation-Doctoral Seminar (HPMM: 8015) Classroom Spring 2018.

Guest Lectures & Invited Talks

- New York Medical College, School of Medicine, “Medicare” December 3, 2018.
- Discussant at Canadian Health Economics Study Group at McGill University, May 31, 2018
- Westchester Medical Center Department of Surgery, “Obamacare and Beyond,” December 27, 2017 (CME Credit)
- Pace University, “Introduction to New York State Medicaid Reform,” February, 2016
- NYU Wagner Graduate School of Public Service “Introduction to New York State Medicaid Reform,” April, 2015
- Albert Einstein School of Medicine, Team Based Learning, “United States Health Policy,” September, 2015.
- Hofstra Northwell School of Medicine “Introduction to Health Reform” February 2014 & 2015 & 2018.



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