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PacificSource Health Plans' Enrollment Growth Fuels Expansion in Southern Oregon

New sales office to open in Medford

Springfield, Ore. – PacificSource Health Plans opens an office in Medford next week in response to consistent increases in enrollment in southern Oregon. Fred Cornett has been named district manager of the Medford office.

The health insurer's southern Oregon area enrollment saw 36 percent growth on average each year since 1998 and represents 19 percent of its total insureds. Oregon's southern counties of Curry, Douglas, Jackson, Josephine, Klamath, and Lake comprise the second-largest sector of enrollment for PacificSource.

"PacificSource expanded to this area during a time when other insurers were leaving, which created a great opportunity for growth in the market," says PacificSource President and Chief Executive Officer Ken Provencher. Adds Vice President of Marketing Jim Stedman, "Business continues to dramatically increase for us in that area. With a Medford office, we will be able to better serve our clients and become more personally involved in the southern Oregon communities where we do business."

Cornett's more than 26 years of professional knowledge in the insurance field will provide leadership for PacificSource in the region. Cornett formerly served as a regional manager for another large insurer in Oregon.

The office will initially employ three individuals who will provide sales and client service expertise. The Medford-area office is the fourth base of operations for PacificSource.

About PacificSource Health Plans

PacificSource Health Plans – the oldest Oregon-based healthcare service contractor – is based in Springfield, Ore., with satellite offices in Portland and Bend. PacificSource offers products for employers of all sizes and for individuals.

Since 1933, the 220-employee organization has provided health insurance solutions to Oregon businesses and individuals. PacificSource provides personalized medical and dental coverage to over 142,000 members through contracts with 9,000 physicians, physician organizations, hospitals, medical facilities and other healthcare suppliers. For more information, visit www.pacificsource.com .