

Lorraine Munk

To: Lorraine Munk
Subject: Letter from True You Weight Loss

Hi Lorraine,

Thank you for your response and for including our letter in the Board material for the meeting on April 25th.

Before including the letter with the materials, we want to be sure there is no misunderstanding about the reason for our contacting the Board. We are not a "vendor" in the sense that the companies providing anti-obesity medications may be seen. Instead, True You Weight Loss LLC is a NC-based endoscopic metabolic bariatric medical practice center with wrap-around services in nutritional counseling and a robust research program. As the Board had to make a difficult decision to eliminate the use of GLP-1 medications for treatment of obesity, TYWL believed that the Board ought to be aware of the availability of the Endoscopic Sleeve Gastroplasty (ESG) procedure, which could be a more affordable, minimally invasive, safe, efficacious option for some patients who might otherwise lose access to treatment with GLP -1 medications.

We have provided Dr. Willis some additional information on ESG but expect that many on the Board have not heard of ESG, (which has been FDA approved and used as part of the practice of bariatric medicine for over 5 years). Also, Dr. Christopher McGowan, who is a co-founder and leader in ESG practice and research, has done more procedures, here in North Carolina, than anyone in the US and second in the world .

We at TYWL, would like to share details about the ESG procedure and research data about patient results with the Board and staff and make available to members the opportunity to visit the Cary, NC center to meet our team and view the 45 minute procedure,. As the number of people with obesity continues to rise, our interest in sharing this information is to make the Board and staff aware of an option of which they may not have been aware, but which may present a cost saving alternative that fit within the Board's upcoming review of recommendations for treating people with obesity in the future.

Thanks Lorraine. I just wanted to clarify our goal with the Board and would love your further feedback.

Regards,

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March 28, 2024

Mr. Sam Watts, Executive Administrator
North Carolina State Health Plan for
Teachers and State Employees
3200 Atlantic Avenue
Raleigh, North Carolina 27604

Dear Mr. Watts:

We are writing to introduce you to True You Weight Loss (TYWL), the nation's first and only physician-founded medical practice exclusively focused on state-of-the-art endoscopic (non-surgical) procedures to treat obesity and related metabolic conditions. TYWL has practice locations in Cary, NC and Sandy Springs, GA. TYWL may be familiar to you, as its Director of Patient Care, Emily Weaver, NP, appeared before the Board at its October 2023 meeting to support patients in need of obesity treatments.

We realize the Board recently had to make a very difficult decision to no longer cover GLP-1 medications due to budget constraints. As the Board began the process of evaluating alternatives for State employees struggling with obesity, Emily Weaver reached out to Dr Willis in February to share information about endoscopic sleeve gastroplasty (ESG), an endoscopic, incisionless, same-day procedure approved in 2022 by the U.S. F.D.A. for adults with body mass index between 30-50. ESG has been shown to be cost effective compared to diet/exercise and anti-obesity medications (AOMs) for patients with all classes of obesity.

Because Dr. Willis is a practicing physician who also treats obesity, Emily and our team thought that it would be prudent to reach out to him initially. In response to some questions posed by Dr. Willis, Emily provided outcomes data derived from TYWL's rigorous practice of tracking procedures it has performed since it began treating patients in 2020. Since the FDA approval of the ESG procedure in 2022, TYWL has performed more than 2600 ESGs, which makes the practice the most experienced in the US, and only second in the world. Dr. Willis also inquired about whether TYWL bundles payments for all care associated with the ESG procedure. In fact, TYWL bundles the entire patient experience into one transparent all-inclusive fee. This includes periprocedural evaluation and support, facility fees, anesthesia, and all the subsequent nutritional support, coaching, and medical follow-up.

Given the Board's ongoing effort to find ways to continue to support patients in need of treatment for their obesity, we would welcome the opportunity to visit with the Board staff to provide an overview of ESG and discuss its potential to provide state employees with a safe, efficacious, and economically prudent treatment for obesity.

Please feel free to contact either of us so that we can arrange for TYWL physicians to meet with the staff of the North Carolina Health Plan at your convenience. The physicians at TYWL would be happy to address any questions and provide any data on the safety, efficacy and durability of ESG.

Sincerely,

Brian J. Kelly

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cc. The Honorable Dale R. Folwell, Chair