



Employers for Healthcare Value Since 1980

LEHIGH VALLEY BUSINESS
COALITION ON HEALTHCARE

2018 ANNUAL REPORT



VISION STATEMENT

LVBCH will be the recognized leader in providing access to quality and cost-effective healthcare programs.

MISSION STATEMENT

Through collective employer action and partnerships with providers/payers, LVBCH strives to improve the delivery, cost and quality of healthcare in our communities.

GOALS

- Encourage quality healthcare initiatives
- Expand educational initiatives by increasing opportunities
- Strengthen purchasing initiatives
- Increase membership in the organization

Board Officers

Chair

Bob Johnston, East Penn Manufacturing Co., Inc.

Vice Chair

John Marchetto, City of Allentown

Secretary

Jack Gross, Gross McGinley, LLP

Treasurer

Eileen Zielinski, PPL Corporation

Immediate Past Chair

Jeannine O'Callaghan, C. F. Martin & Co., Inc

Standing Committees & Chairs

Executive Committee

Bob Johnston, East Penn Manufacturing Co., Inc.

Education & Wellness Committee

Jeannine O'Callaghan, C. F. Martin & Co., Inc

Government Committee

Lori Young, Crayola, LLC

Healthcare Purchasing Committee

Myrna Rivera, B. Braun Medical Inc

Membership & Communications Committee

Jack Gross, Gross McGinley, LLP

Quality Initiative Committee

Bob Johnston, East Penn Manufacturing Co., Inc.

Board of Directors

Toni Lee Febbo, Lehigh University

Christina Hostler, kgb USA, Inc.

Richard King, Schlouch Incorporated

Myrna Rivera, B. Braun Medical Inc

Angie Smallwood, Volvo/Mack Trucks, Inc.

Kristen Wenrich, City of Bethlehem

Lori Young, Crayola, LLC



Professional Staff

(L-R)

Donna Corsi, Director of Member Programs and Services

Amanda Greene, Director of Operations

Carl Seitz, President

Wendy Manarino, Business Manager

President's Report

I am pleased to present you with the LVBCH's 38th Annual Report. As you read through its pages, you will see that we remain committed to our founders' vision of an employer-led coalition focused on bringing outstanding value to our members by strengthening our purchasing programs to meet member needs, providing educational opportunities, and working to improve healthcare access, cost, and quality.

In 2018, we announced our new Medical Plan Preferred Partners — Capital BlueCross and the Geisinger Health Plan. In their seventh year, Capital BlueCross brings outstanding value to more than 40 members and nearly 100,000 covered lives. Meanwhile, the Geisinger Health Plan provides Coalition members the choice of a second high-quality health plan provider. We also worked with our pharmacy benefits manager (PBM) partner, Express Scripts, to complete an early contract repricing that saved our members over \$13 million. In 2019, we will continue to evaluate our current partner relationships and look for additional opportunities.

We also provided educational programs on timely topics featuring diverse presenters. We expanded our relationship with Lehigh University's Healthcare Systems Engineering Program and collaborated with local healthcare providers, insurers, and members on healthcare quality and patient safety. We also partnered with the Northeastern Pennsylvania Manufacturers and Employers Association to provide our purchasing programs to their members. Additionally, educational events and member meetings are planned to serve members in the Northeastern Pennsylvania and Berks County areas.

In closing, I would like to recognize retiring Board Members, Myrna Rivera and Bob Johnston, for their years of dedicated service to the Coalition. I want to express my appreciation to the Coalition's staff, Amanda, Wendy, and Donna, for the work they do to make the Coalition successful. Finally, I want to thank you — our employer members, purchasing partners, associate members, Board of Directors and Committee members — for your support. I look forward to working with you to make 2019 another exceptional year for the Coalition!



Carl Seitz
CARL SEITZ
President



Letter from the Chair of the Board

My final message for the LVBCH's 38th Annual Report is a simple one — Thank You.

Like many who manage health benefits at our organizations, I had limited knowledge of the working of the complicated healthcare delivery system. When I was first asked to join the Board of Directors almost 20 years ago, I had no idea the degree to which my engagement with the Coalition would help my company and our employees, while at the same time providing me, personally, with an unmatched professional development opportunity. Let me explain how...

First, the Coalition's purchasing power provides members with deals that are among the best around. I found that the greater my engagement with the purchasing process, the greater my understanding of what drives cost and creates value. Relationships with partners add value to members by creating a forum that can improve benefit design and control cost. Second, the Coalition's educational programs are second to none. I have always made it a priority to attend these events for the exposure to local experts and national experts, topics on legislation and compliance, clinical programs, and best practices. Third, active committee involvement is a great way to roll up your sleeves and help the Coalition to do its work. I've been involved with the Quality Committee since its inception. It has been very rewarding to see our work pay off, culminating with several successful quality activities in 2018.

Finally, the relationships — by engaging in the Coalition, professional relationships develop. It is hard to place a value on being able to pick up the phone and share ideas and experiences with a like-minded peer who shares your same set of challenges, or to be able to connect with colleagues in the provider and payer community. This creates the kind of collaborative environment required to carry on the mission of the Coalition.

My parting advice — if you care about providing affordable healthcare benefits for your organization's employees or welcome professional development opportunities, get engaged with the Coalition. My parting words to the Coalition's membership, staff, and partners — thank you, it has truly been my pleasure.



Bob Johnston
BOB JOHNSTON
Chair of the Board

Driving Healthcare Value, Innovation, and Transparency (May 3, 2018, DeSales University)

The 38th Annual Conference provided more than 250 attendees with insights into the ever-changing healthcare, health insurance and pharmaceutical industries. Attendees also had the opportunity to network and interact with 24 exhibitors, including partners and associate members.

The American Healthcare System under the Trump Administration

Robert Laszewski, a healthcare strategist and Washington, DC insider, provided an update on current and prospective policy and the effect it is having on healthcare costs. Laszewski said that while both the health insurance and healthcare provider markets are remarkably stable, current growth and profitability are far too costly to sustain. Although progress has been made in reducing utilization, the price of care continues to fuel rising costs.



Robert Laszewski



Heather Lavoie

Market Insights into Driving Health Value and Well-Being

Heather Lavoie, Geneia Chief Strategy Officer, reported that Coalition members enrolled in value-based contract arrangements saw a 7 percent lower per member per month (PMPM) medical cost than those not enrolled. She stated that musculoskeletal system and connective tissue diseases were the most costly drivers of medical expenses for

Coalition members. These diseases, including arthritis and involving the back, neck, knees, hips, and wrists, accounted for almost \$11 million in cost and involved 20 percent of members.

Leveraging Data to Increase Surgical Value

Marc Granson, MD, Founder, SurgeonCheck LLC, and **Jennifer Chambers, MD**, Medical Director, Capital BlueCross, stated their organizations are working together to develop a comprehensive tool



Marc Granson, MD



Jennifer Chambers, MD

to analyze the quality and cost of specific surgeons. In their joint-presentation, Granson and Chambers shared the findings of a pilot study comparing types of hysterectomies. The study concluded that of the 600,000 hysterectomies performed in the United States each year, more than \$1 billion could be saved if 20 percent of open hysterectomies were performed laparoscopically instead.

Specialty Drug Management: Is It Possible?



John R. Adler

John R. Adler, Consultant and President, ELMC Rx Solutions, said specialty drug costs are expected to climb in the coming years, but employers can take steps to reduce their expenses. One such strategy is to engage a clinical pharmacist to perform audits. Currently most pharmacy benefit managers (PBMs) use pharmacy technicians to oversee claims and only engage clinical pharmacists to review claims when there is a denial. However, an audit can reveal costly errors that may also be detrimental to a member's health.

The Health Transformation Alliance — Taking Better Care of the People Who Take Care of Us

Robert E. Andrews, Chief Executive Officer, Health Transformation Alliance (HTA), described HTA as a 46-company collaborative that will fundamentally change healthcare purchasing. HTA will transform the employer healthcare benefit marketplace by focusing on greater efficiencies, harnessing data, educating employees and breaking bad habits. HTA covers 7 million people with annual medical costs of \$27 million.



Robert E. Andrews

38TH ANNUAL CONFERENCE (CON'T)

Leadership in Wellness Award

In 2018, the Coalition launched a new award program to recognize the executive leaders of Coalition member companies who exemplify innovation, dedication and contribution to the success of their organization's corporate wellness program. Employee wellness programs are not only the right thing for employers to do, but benefit companies by lowering absenteeism, increasing productivity, and lowering health plan costs. All of the award recipients lead by example to develop cultures that promote healthy behaviors.

Receiving the awards were (shown at right with awards, L-R):

- Richard F. King of Schlouch Incorporated
- Terry Capuano of Lehigh Valley Health Network
- Deborah Faulkinberry of Gross McGinley, LLP



Attendees Enjoy Networking with Colleagues and Sponsors



THANK YOU

A Fond Farewell to Retiring Board Members Bob Johnston and Myrna Rivera

The Coalition would like to express its gratitude to retiring board members **Myrna Rivera** and **Bob Johnston**. Each of them has provided the Coalition with invaluable leadership over the years through their work on the Board of Directors and involvement with various committees.

Rivera became active with the Coalition when she worked at Bethlehem Steel, one of LVBCH's founding companies, before joining B. Braun Medical Inc 15 years ago. At the time of her retirement, she served as Chair of the Healthcare Purchasing Committee.

Johnston, outgoing Board President, began attending LVBCH educational programs shortly after joining East Penn Manufacturing Co., Inc. as Benefits Manager in 1998. About a year later, then-President Kitty Gallagher invited him to join the Board of Directors. He has since been a Coalition leader.

Both Rivera and Johnston said that their involvement with LVBCH helped them to grow professionally. "I very quickly realized the value of participating in Coalition activities," Johnston said. "For someone in benefits it is the best vehicle for professional development. By serving on committees you not only learn principals of pricing and contracting but also how to apply them when negotiating with local vendors and providers. Meanwhile, you're helping your company, too. CEOs support taking the time to be engaged with the Coalition because they see the value."

Rivera and Johnston agreed that one of the greatest benefits of Coalition participation has been the relationships they have built with other Coalition members. Whenever they encountered a challenging situation, they could call one of their many Coalition colleagues for information and guidance.

While the bond with peers has remained constant, the Coalition's relationship with providers has changed. "The Coalition was created in part to give employers a stronger voice to address the rapidly rising cost of medical care and the impact it was having on their ability to provide their employees with affordable medical benefits," Rivera said. Today, the Coalition works with providers, as well as insurers, to tackle the many healthcare challenges that drive rising costs.

"When working with providers and insurers, we always look for the win-win," Rivera said. "We all want to stay in business and help our community. Even if you have to give a little to get a little, we all win in the end."



Myrna Rivera and Bob Johnston



(L-R) Standing: Alison DeCleene, B. Braun Medical Inc; Valerie Lewis, BSI Corporate Benefits, LLC; Donna Corsi, LVBCH; Nicholas Rizzotto, Equinox Agency, LLC; Kevin Davis, Univest Insurance, Inc.

Sitting: Wendy Manarino, LVBCH; Adrienne Nagy, Crayola, LLC; Benjamin Guerin, St. Luke's University Health Network; Barbara Bensinger, B. Braun Medical Inc

Volunteer Contributions Help Coalition Thrive

In 1980, representatives of the Lehigh Valley's largest employers came together to form the Lehigh Valley Business Coalition on Healthcare. The founding members nurtured the fledgling Coalition by contributing the talents of their employees. Experts in benefits, employee health, purchasing, contracting, negotiating, education, marketing and public relations served on the LVBCH Board of Directors and its numerous committees.

As much as things have changed over the past 38 years, the commitment of Coalition volunteers remains invaluable. Today, the Coalition continues to rely heavily on representatives of our employer members who voluntarily support LVBCH by serving on the Board of Directors and committees, planning educational events, making presentations, and participating on discussion panels and so much more. The Coalition is extremely grateful for their willingness to share their time, knowledge and talents. Without their continual support the Coalition could not exist, let alone continue to thrive. A number of volunteers assisted at this year's annual conference, following which, their contribution was recognized at a special volunteer luncheon.

EDUCATION

Hospital Quality and Patient Safety: Provider and Employer Perspectives

Employer Roundtable (September 19, 2018 at DeSales University)

The Chief Quality Officers of the area's largest health systems, **Matthew McCambridge, MD**, Lehigh Valley Health Network, and **Donna Sabol**, St. Luke's University Health Network, joined together to provide members with a primer on various hospital quality and safety ratings. **Madeleine Biondoillo, MD**, Premier Inc., a healthcare improvement company, discussed the national impact of efforts to improve hospital quality and safety. The presentations were followed by a panel discussion moderated by LVBCH Board Chair **Bob Johnston**, East Penn Manufacturing Co., Inc., and comprised of **John Bulger, DO**, Geisinger Health Plan; **Jennifer Chambers, MD**, Capital BlueCross; **Anthony DaRe**, BSI Corporate Benefits; **Denise Moyer**, B. Braun Medical Inc; and **Jeanine O'Callaghan**, C. F. Martin & Co. Inc.



(L-R) Matthew McCambridge, MD,
Donna Sabol, and
Madeleine Biondoillo, MD

Mental Health, Substance Abuse, and Stress: Impacts, Costs, and Solutions

Broker Event sponsored by Integrated Behavioral Health (July 17, 2018 at LVBCH)

Joe Bosche, Senior Vice President of Business Development, Integrated Behavioral Health (IBH), discussed the cost that untreated behavioral health and substance abuse problems have on employers in terms of lower productivity, increased absenteeism and higher medical costs. He explained that employees can recover when provided with appropriate treatment and support. IBH works with employers to align services and, when needed, assist with placement in behavioral health and substance abuse programs. IBH has a high recovery rate for members with mental health and substance abuse conditions, including opioids.



The Role of the EAP in the Opioid Crisis and Emerging Trends in Benefits

Employer Forum sponsored by Univest Insurance, Inc. (June 6, 2018 at PBS39)

Carolyn Lamparella, Program Director, Preferred EAP, and **Kevin Davis**, Senior Benefits Consultant, Univest Insurance, Inc., advised employers on ways to cope with the current opioid crisis. Lamparella encouraged employers to develop strong policies addressing the abuse of alcohol and drugs, including opioids. She stressed the importance of employer-mandated treatment, adding that the desire to save one's job is highly motivating. Davis also discussed ways to minimize rising costs.



Employer Roundtable



Broker Event



Employer Forum

Understanding and Controlling Pharmacy Benefit Cost: What You Can Do for Your Self-Funded Clients

Broker Event (April 12, 2018 at Melt Restaurant)

John R. Adler, Consultant and President of ELMC Rx Solutions, presented on several tactics employers can deploy to minimize the effect costly specialty drugs are having on employer-sponsored drug plans. These methods begin with the contract itself, which should be carefully negotiated and should include a clause allowing audits to be performed by a clinical pharmacist on the employer's behalf.



Associate Showcase

(March 23, 2018 at DeSales University)

Featuring:



The Coalition introduced employers and brokers to five different associate member organizations, their products and the services they offer to help Coalition members control their healthcare costs. Speakers and their organizations were: **John Fistner** of AblePay Health; **William Umbehauer** and **Amy Yantosh** of Benefitfocus; **Dave Lucarelli** of ConsumerMedical; **Suzanne Starker** of Health Advocate; and **Rhonda Lemmo** of Trividia Health.

Vision Care in the Evolving Health Benefits Landscape

Broker Event sponsored by National Vision Administrators (February 14, 2018 at Glasbern Inn)

Chris Maus, Sales Director, National Vision Administrators, presented brokers information on vision and medical conditions, as well as preventing vision benefit fraud waste and abuse. In addition, Maus discussed the Patient Protection and Affordable Care Act's (PPACA) impact on vision benefits and advances in vision care.



Broker Event (April)



Associate Showcase



Broker Event (February)

EDUCATIONAL PARTNERSHIP

Lehigh University's Healthcare Systems Engineering Program

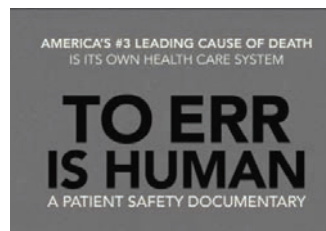
LVBCH and Lehigh University's Healthcare Systems Engineering (HSE) program bring together area employers, healthcare providers, students and faculty members through co-sponsored programs on healthcare topics. The HSE program provides graduates with engineering methodologies to tackle the complex challenges of healthcare. The program teaches students to analyze healthcare systems, identify inefficiencies and propose solutions or new processes to improve the overall quality and efficiency of healthcare.

The Coalition believes it is critically important that both students — and the faculty who teach them — understand that employers are paying for a large percentage of the healthcare that is provided in the United States. Inefficiencies and poor quality drive rising costs that significantly affect a business' bottom line, which in turn limits their ability to invest in improvements and compensate employees.



To Err Is Human Documentary Screening and Expert Panel (October 9, 2018)

LVBCH and Lehigh University's HSE program sparked a lively discussion with their screening of *To Err is Human*, an in-depth documentary about medical mistakes, preventable harm, and those working quietly behind the scenes to create a new age of patient safety. A panel discussion moderated by **Scott Fair**, USI Insurance Services, followed the film. Panelists included **Leah Binder**, President and CEO, Leapfrog Group, a national leader and advocate in hospital transparency; **Matthew McCambridge, MD**, Lehigh Valley Health Network; **Donna Sabol**, St. Luke's University Health Network; **Jennifer Chambers, MD**, Capital BlueCross; **Marc Granson, MD**, Surgeon Check; and **Terrill Theman, MD**, Lehigh University's Healthcare Systems Engineering Program.



5th Annual Healthcare Symposium – Telehealth: Federal Initiatives, State Policy, and Current Implementations (May 24, 2018)

Telehealth shows great promise for lowering costs and improving access to healthcare, especially in rural areas, but government agencies and insurers have yet to fully embrace tele-visits as being equal to on-site visits, according to symposium speakers. Also, many rural areas still experience connectivity issues said keynote speaker **Karen Rheuban, MD**, Senior Associate Dean for Continuing Medical Education and External Affairs, and Medical Director, Office of Telemedicine at the University of Virginia. Her presentation was followed by a discussion panel composed of **James Balshi, MD**, St. Luke's University Health Network; **Robb Krukltis, MD**, and **Joseph Tracy**, Lehigh Valley Health Network; **Scott Bishop**, Hospital and Healthsystem Association of Pennsylvania (HAP); **Brooke Nordai**, Capital BlueCross; and **Tejal Raichura**, Geisinger Health System.



COLLABORATIVE PARTNERSHIPS

Leapfrog Encourages Hospital Quality, Safety, and Transparency



LVBCH continues to develop its relationship with the Leapfrog Group, serving as a Regional Leader for the eighth consecutive year. In this role, the Coalition invited and encouraged hospitals across Pennsylvania to complete the annual Hospital Survey that assesses hospital safety, quality and efficiency based on national performance measures. This year, Capital BlueCross also incorporated the Leapfrog survey into its quality incentive program for healthcare providers.



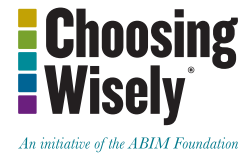
National Alliance of Healthcare Purchaser Coalitions Facilitates Access to Purchasers and Stakeholders

LVBCH partners with the National Alliance of Healthcare Purchaser Coalitions to drive innovation, health and value through the collective action of public and private purchasers. Together, both organizations seek to accelerate the nation's progress toward safe, efficient, high-quality healthcare and the improved health status of the American population.



Choosing Wisely Promotes Ways to Reduce Unnecessary Tests and Services

LVBCH continues its partnership with Choosing Wisely, now an initiative of the American Board of Internal Medicine (ABIM) Foundation. Choosing Wisely seeks to advance a national dialogue on avoiding unnecessary medical tests, treatments, and procedures. Through the Choosing Wisely campaign, the Coalition connects employers with information to encourage their employees to become more involved in their healthcare by having informed conversations with their physicians.



Geneia Collaboration Continues to Refine Employer Benefits Analytic Tool

Coalition members continues to utilize Geneia's analytical software to access information that helps to manage health plan costs and improve employee health. The tool aggregates available data into a single platform that quickly allows employers to pinpoint areas of cost savings, identify and redirect network leakage, detect open care opportunities, and review medical and prescription drug information for their members.



Manufacturers and Employers Association Brings Purchasing Programs to Northeastern Pennsylvania Members

LVBCH has partnered with the Northeast Pennsylvania Manufacturers and Employers Association (MAEA) to expand the reach of our purchasing programs. Through this partnership, the Coalition is able to offer the MAEA's 345 member companies the added quality, service, and value the Coalition's purchasing programs provide. The Coalition is proud to support the MAEA who, for over 50 years, has worked to provide information and services to help companies remain competitive in today's business world.

**Your Business
Resource Partner**



Shining the Light on Community Health Issues

LVBCH is committed to not only improving the health of our employer's members but also the health of the community at large. In 2018, the Coalition released reports related to two of the most prevalent diseases afflicting area residents — type 2 diabetes and chronic obstructive pulmonary disease (COPD).

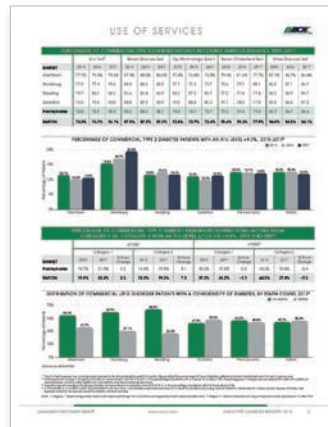
These reports provide employers with the information they need to positively address these conditions. Wellness programs assist members in maintaining healthy lifestyles and help prevent these diseases in individuals who are at risk for developing them. Early screening programs and interventions, including comprehensive benefits designs to address these conditions, are crucial to mitigating the impact on employee well-being and employer costs.

The Coalition believes that information is a powerful tool in the fight against rising healthcare costs. It is the Coalition's pleasure to share these reports with healthcare providers, health plan administrators, and other community partners. Together, we can work to tackle the health challenges our community faces. The Coalition would also like to thank Sanofi and AstraZeneca for their support of these important healthcare-related studies.

6th Annual Diabetes Report

In collaboration with Sanofi

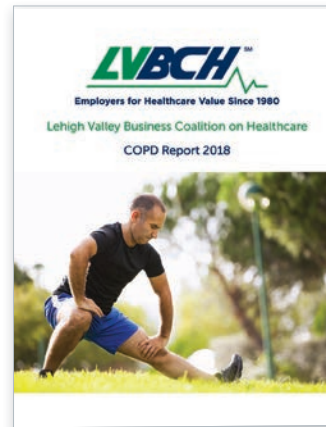
The 2018 Type 2 Diabetes Report offers a broad overview of the state of type 2 diabetes in markets within the Lehigh Valley and throughout Pennsylvania. State- and national-level benchmarks help identify potential gaps in care and reinforce positive trends locally.



COPD Report

In collaboration with AstraZeneca

The 2018 chronic obstructive pulmonary disease (COPD) compares key demographic, clinical, pharmacotherapy and health resource utilization for COPD patients in the United States, the state and four metropolitan areas — the Lehigh Valley, Harrisburg, Reading and Scranton.



2018 MEMBERSHIP

LVBCH membership is comprised of many different types and sizes of companies. Some are international in scope, while others are regional or local employers.

- Abeloff Auto Group
- Abington Manor at Morgan Hill
- AblePay Health
- Acopian Technical Company
- Advertising Specialty Institute
- Aesculap
- Alan Kunsman Roofing & Siding, Inc.
- Allentown Parking Authority
- Allentown School District
- AmeriHealth Administrators
- Andesa Services Inc.
- AstraZeneca
- Atlantic City Linen Supply, LLC
- B. Braun Medical Inc
- Bangor Area School District
- Bethlehem Christian School
- Block Insurance Agency, Inc.
- Bloomsburg Carpet Industries Inc.
- Blue Mountain School District
- Boehringer Ingelheim Pharmaceuticals, Inc.
- Borough of Freemansburg
- Boyertown Area School District
- Brandywine Heights Area School District
- Brown & Brown of the Lehigh Valley
- BSEG, LLC
- BSI Corporate Benefits, LLC
- Buckno Lisicky & Company
- Burnham Holdings, Inc.
- Businessolver
- Buzzi-Unicem USA, Inc.
- C. F. Martin & Co., Inc
- Cambridge-Lee Industries LLC
- Cancer Support Community of the Greater Lehigh Valley
- Capital BlueCross
- Carbon Career & Technical Institute
- Carbon Lehigh Intermediate Unit
- Caregiver Action Network
- Catasauqua Area School District
- CBH20, LP dba Camelback Resort
- Cedar Crest College
- Center for Allergy & Asthma
- Centurion Benefits, LLC
- Cetronia Ambulance Corps.
- Chaar Saddlery, LLC
- Cigna
- City of Allentown
- City of Bethlehem
- City of Easton
- City of Lancaster
- City of Reading
- City of Shamokin
- Colonial Intermediate Unit 20
- Communications Test Design Inc.
- Concannon, Miller & Co.
- Conrad Weiser Area School District
- ConsumerMedical
- Coordinated Health
- Corporate Synergies Group
- County of Berks
- County of Lehigh
- County of Northampton
- Crayola, LLC
- Creative Landscapes
- Delaware Valley School District
- Delta Dental
- DeSales University
- Dick's Sporting Goods, Inc.
- Diocese of Allentown
- Direct Response Associates
- Distinctive Tile & Stone
- Dunne Manning Inc. (Vuc Inc.)
- East Penn Manufacturing Co., Inc.
- East Penn School District
- East Stroudsburg Area School District
- East Stroudsburg University - Graduate & Extended Studies
- Eastern PA Endoscopy Center
- Eastern PA Gastroenterology & Liver Specialists, PC
- Easton Coach Company
- EBC Printing and Signs
- Elementis Worldwide, Inc.
- Emerson Reid, LLC
- Equinox Agency, LLC
- Everett Chiropractic, Inc.
- Express Scripts
- Fabtex, Inc.
- First Commonwealth Federal Credit Union
- FLSmidth
- Follett Corporation
- FusionHealth
- Geisinger Health Plan
- Geisinger Marworth Treatment Center
- Geneia, LLC
- Gillespie Printing
- Giorgio Foods
- Glen-Gery Corporation
- Good Shepherd Rehabilitation Network
- Greater Reading Chamber of Commerce & Industry
- Gross McGinley, LLP
- H.A. Berkheimer Inc.
- Hampson, Mowrer, Kreitz Agency
- Hanover Engineering Associates, Inc.
- Health Advocate
- Highmark
- Highwood USA LLC
- Hospital Central Services, Inc.
- Inperium Management Services
- Integrated Behavioral Health
- Jerdon Construction Services LLC

2018 MEMBERSHIP (CON'T)

- JetPay Corporation
- Jim Thorpe Area School District
- JSB Industries
- Just Born, Inc.
- Keenan-Nagle Advertising, Inc.
- Kelly Car Truck Center
- Keystone Precision Instruments
- kgb USA, Inc.
- KidsPeace Corporation
- King Spry Herman Freund & Faul, LLC
- Kistler O'Brien Fire Protection
- Korpics Contracting, Inc.
- Kressler, Wolff and Miller
- Lafayette College
- Lancaster-Lebanon Intermediate Unit 13
- Larry E. Moyer, Chartered Financial Consultant
- Lehigh and Northampton Transportation Authority (LANTA)
- Lehigh Carbon Community College
- Lehigh Career & Technical Institute
- Lehigh University
- Lehigh Valley Association of Independent Colleges (LVAIC)
- Lehigh Valley Benefits Group
- Lehigh Valley Health Network
- Lehigh Valley Safety Supply Co.
- Lehigh Valley Workforce Investment Board
- Lehighon Area School District
- Lentz-Koma Insurance Agency
- Lutron Electronics, Inc.
- Luzerne County Community College
- LV Baseball, LP
- LVPHO/Valley Preferred
- M&D Wholesale Distributors, Inc.
- McGriff Insurance Services
- MCS Industries Inc.
- Members 1st Federal Credit Union
- Merck & Company
- Michelman Steel Enterprises
- Monroe Career and Technical Institute
- Monroe County
- Moravian College
- Muhlenberg College
- NAI Summit
- National Commission for Health Education Credentialing
- National Vision Administrators
- Natural Light Window, Co.
- NEPA Manufacturers & Employers Association
- Northampton Area School District
- Northampton Community College
- Northern Lehigh School District
- Northwestern Lehigh School District
- Novo Nordisk, Inc.
- Nu Vu Contractor, Inc.
- One Point/Corporate Environments
- Opti-Mate, Inc.
- Palram Americas, Inc.
- Panther Valley School District
- Parkland School District
- PBS39
- Pen Argyl Area School District
- Pfizer, Inc.
- Pittston Area School District
- Pleasant Valley School District
- Populytics/BeneFIT Corporate Wellness
- PPL Corporation
- Private Industry Council of Lehigh Valley, Inc.
- PRL, Inc.
- PSEA Health & Welfare Fund
- Quadratus Construction Management, Inc.
- Rea.deeming Beauty, Inc.
- Reading Area Community College
- Reading School District
- Restoration Services
- Reynolds & Reynolds Electronics, Inc.
- Robbins Rehabilitation
- Roberti & Roberti, LLC
- Salisbury Township School District
- Salukas & White Contracting Inc.
- Sanofi
- Saucon Valley Country Club
- Saucon Valley School District
- Schlouch Incorporated
- Scott Cars, Inc.
- Service Tire Truck Centers
- SFS Group USA, Inc.
- SI Systems, LLC (a Paragon Technologies Co.)
- Southern Lehigh School District
- Spectrum Homes
- St. Luke's University Health Network
- Steve Shannon Tire Co.
- Stroudsburg Area School District
- SurgeonCheck LLC
- Talen Energy Corporation
- TC Motor Car Co. DBA Lexus of Lehigh Valley
- TFG Partners, LLC
- The Arc of Lehigh and Northampton Counties
- Trividia Health
- United Concordia Companies, Inc.
- University of Scranton
- Univest Insurance, Inc.
- USI Insurance Services
- Valley Builders, LLC
- Valley Youth House
- Victaulic
- Volvo/Mack Trucks, Inc.
- Wallenpaupack Area School District
- Wayne Highlands School District
- Weatherly Area School District
- West End Associates, Inc.
- West Shore School District
- Whitehall Coplay School District
- WI Holdings
- Wilkes University

New Partners Announced for 2019

LVBCH provides affordable high-quality healthcare solutions to employers by utilizing a rigorous partner-vendor evaluation and selection process. In 2018, medical benefits were assessed to bring the most value to members. The Coalition uses a market-based approach in negotiating rates that are exclusive to its members and are better than individual employers could obtain on their own. The new pricing became available to Coalition members as of January 1, 2019.

Capital BLUE 

Geisinger
Health Plan

Medical – Capital BlueCross and Geisinger Health Plan Selected

For medical benefits, Capital BlueCross and Geisinger Health Plan have been selected to administer the Coalition’s self-funded health plans for large- and mid-sized employers. In making the selection, the Coalition’s Board of Directors endorsed Capital BlueCross and Geisinger Health Plan as “Preferred Partners.”

To earn the Coalition’s Preferred Partner status, the plans participated in the National Alliance of Healthcare Purchaser Coalitions’ eValue8™ process, which measures and evaluates health plan performance. These partners were selected because they demonstrated better plan performance, pricing, or enhanced service capabilities, providing employers with more flexibility to select plan administrators that best meet their needs. The results of the evaluation verified that Capital BlueCross and Geisinger Health Plan share the Coalition’s goals for improving quality, patient safety, transparency, and efficient care delivery. Also, the endorsed plans offer exclusive pricing and service options for Coalition members that will yield significant savings for employers.



Employer Meetings

Employers participating in Coalition purchasing programs attended in-person meetings to review reports and plan strategies moving forward. Capital BlueCross held several meetings in both the Lehigh Valley and Berks County area. Geneia also met with the employer cohort throughout the year and offered one-on-one educational sessions for members. Topics discussed included: Healthcare Effectiveness Data and Information Set (HEDIS) performance, diabetes reporting, and biosimilars. Additional meetings are planned for 2019 and will continue to be offered in the Lehigh Valley and Berks County areas.



This year, **Leah Binder**, President and CEO, Leapfrog Group, participated in a Coalition event on hospital safety. While in the Lehigh Valley, Binder and Coalition Board members toured Lehigh Valley Health Network and St. Luke’s University Health Network facilities. They also met with senior leadership of each to learn more about their quality and safety programs.

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60 West Broad Street
Suite 306
Bethlehem, PA 18018

P: 610-317-0130
F: 610-317-0142
lvbch@lvbch.com

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