



The **Business Coalition on Healthcare**

2014 ANNUAL REPORT

LEHIGH VALLEY BUSINESS COALITION ON HEALTHCARE

Employers committed to quality and affordable health care since 1980

PARTNERSHIP – COLLABORATION – ENGAGEMENT

As we present the 2014 edition of the LVBCH Annual Report, our 34th consecutive report, we are pleased to share the accomplishments of the Coalition for the past year. Our theme this year is “Partnership – Collaboration—Engagement” which describes three very important principles that guide the Coalition in pursuit of its mission. As always, our focus is on what is best for our members, our partners and the communities they serve and how best to realize our mission of employers committed to quality and affordable health care.



FOCUSED ON OUR FUTURE

CHAIRMAN & PRESIDENT REPORT

As we look forward to celebrating our 35th anniversary, it is our privilege to report that the state of the Coalition is excellent! Since embarking on the evolving philosophy of **“partnership-collaboration-engagement”**, we’ve seen unprecedented progress and growth in membership.

Our 2014 Annual Conference **“Strategies to Navigate a Health Care System in Transition”** was indeed prescient as our speakers identified challenges to the healthcare system and offered solutions. The LVBCH **Roundtable** and **Employer Forum** series continues to provide Coalition members with access to the most relevant thinking concerning health care challenges, employee benefit design and implementation.

LVBCH works to deliver value to our membership as we continually assess health plan and health system performance. We engage in dialog with our health plan partners and work to promote better delivery of healthcare and effective management of healthcare dollars.

Our ongoing collaboration with healthcare providers and systems enables us to meet with executives and discuss our concerns over access, quality, outcomes and cost-effective services. Transitioning from a **“quantity-based”** to **“quality-based,”** healthcare system requires adjustments and the Coalition is well-positioned to assist in this transition. We encourage and support development of new delivery models such as the *Accountable Care Organization* and the *Patient-Centered Medical Home* which emphasize outcomes and quality over utilization. We are fortunate to have receptive and caring executives at our health networks with whom we meet.

Community involvement is essential to achieving Coalition goals. Our emphasis on engagement with the community is reflected in our ongoing support for the *Children’s Care Alliance*, participating in community events such as the *Heart Association Walks* as well as exhibiting at other business events. Being seen in the community, and engaging with other organizations, best conveys the Coalition’s message.

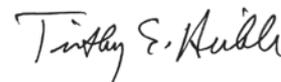
LVBCH member *East Penn Manufacturing* received national attention when it was presented with *National Business Coalition on Health’s “Value-Based Purchasing Leadership Award”*. Our

affiliation with NBCH continues to pay dividends as evidenced by our selection last year as a value-based purchasing Membership Award Winner.

While we reflect on this year’s accomplishments, we realize that many more challenges lie ahead. We succeed because our employer and associate-provider members whole-heartedly support our work which is most gratifying. It’s critical that employers recognize the need for a strong voice if they want to influence the healthcare market and shape policies.

It is a pleasure working with so many talented professionals among our employer members, vendors, service providers, and Coalition staff during this past year. The Coalition is an important, trusted, and respected voice in the healthcare field.

As we close, we invite you to learn more about the Coalition by reviewing this Annual Report. And remember, our door is always open to your input and participation. We follow the time-honored principles upon which the Coalition was founded and work to achieve the goals as set forth by its founders. Join us in working towards those goals.



TIMOTHY E. HINKLE
Chairman of the Board



THOMAS J. CROYLE
President



VISION STATEMENT

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

MISSION STATEMENT

LVBCH strives to improve the delivery, cost and quality of health care in our communities through:

- Collective employer action,
- Quality and data initiatives,
- Value-based purchasing, and
- Providing forums for the exchange of information, ideas and resources.

GOALS

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

BOARD OFFICERS

Chairman

Timothy E. Hinkle, *Lehigh University*

Vice Chairwoman

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

Treasurer

Joe Huxta, *Volvo-Mack*

Secretary

Jack Gross, *Gross McGinley, LLP*

President

Tom Croyle, *LVBCH*

Immediate Past Chair

Bob Johnston, *East Penn Manufacturing*

BOARD OF DIRECTORS

Bill Bennett, *Olympus Corporation of the Americas*

Dave Brodish, *Reeb Millwork*

Paul Chuckalovcak, *Essroc*

Ronald Drayton, *TE Connectivity*

Maggie Mente, *FLSmidth*

Carynna Quarry, *Computer Aid*

Myrna Rivera, *B. Braun Medical, Inc.*

Amy Trapp, *City of Allentown*

Mark Younes, *Avago Technologies*

Lori Young, *Crayola, LLC*

Eileen Zielinski, *PPL*

COMMITTEE GOVERNANCE AND OBJECTIVES

EXECUTIVE COMMITTEE

Chair – Timothy E. Hinkle (Lehigh University)

The Executive Committee is comprised of Board Chair, Vice Chair, Immediate past Chair, Treasurer, Secretary and President. Provides oversight to the various standing committees of the Board and acts on behalf of the Board when needed.

EDUCATION COMMITTEE

Chair – Jeannine O’Callaghan (C. F. Martin & Co., Inc.)

Develops and schedules educational events for the membership including: Roundtable programs, Employer Forums, Webinars and the Annual Conference. Identifies appropriate program resources within LVBCH to conduct these events as well as consulting with other non-business Coalition members.

GOVERNMENT COMMITTEE

Chair – Paul Chuckalovcak (Essroc)

Monitors ongoing developments related to legislation, regulations and their possible affects on LVBCH and its members. Distributes information to LVBCH members directly by e-mail or through postings on the Coalition’s website as provisions of the healthcare reform legislation are scheduled for implementation.

HEALTH CARE PURCHASING COMMITTEE

Chair – Myrna Rivera (B. Braun Medical, Inc.)

Plans and oversees the process of contracting with partner organizations. Initiates RFP process when needed, reviews responses and makes recommendations to the Board. On an annual basis, the Committee reviews all partner relationships and recommends any revisions; compares the current market to our existing arrangements; and recommends to the Board further actions when needed. Also establishes sub-committees to oversee specific purchasing partner arrangements as needed.

MEMBERSHIP & COMMUNICATIONS COMMITTEE

Chair – Jack Gross (Gross McGinley, LLP)

Responsible for disseminating information about the Coalition’s mission and activities to current and prospective members as well as others through: press releases, promotional materials, website updates and member newsletter. Plans strategies and produces informational pieces for the purpose of making LVBCH more visible to the community.

QUALITY INITIATIVE COMMITTEE

Chair – Bob Johnston (East Penn Manufacturing)

Reviews the efforts being made in other areas of the Commonwealth and the nation, to bring together local purchasers, providers and insurers to work together, using available data to improve the quality of health care. Also oversees the Coalition’s role as a Leapfrog Group Regional Roll-out Organization responsible for conducting the Hospital Survey Program.

WELLNESS COMMITTEE

Chair – Maggie Mente (FLSmidth)

Plans and coordinates wellness activities for LVBCH including the scheduling wellness forums and other wellness related programs. Also serves as a resource for member companies, who are in various stages of offering wellness programs.



34TH ANNUAL CONFERENCE

NAVIGATING A HEALTHCARE SYSTEM IN TRANSITION



When the 34th Annual Conference of the **Lehigh Valley Business Coalition on Healthcare (LVBCH)** convened on the campus of DeSales University in May, it set the stage for one of the most successful annual conferences in the history of the Coalition. Some 200 members and guests were in attendance along with our two premier sponsors **Capital BlueCross** and **Express Scripts, Inc.** In addition, 15 partner-vendors also participated in this year’s event giving us one of the largest sponsorships ever. We thank our partners for their continued support of Coalition events.

This year’s program **“Strategies to Navigate a Health Care System in Transition”** certainly touched all the bases as changes wrought with the passage of the Affordable Care Act have created both challenges and opportunities for all stakeholders. Once again, as is custom for **LVBCH** events, the program was second to none, featuring three major national speakers who addressed the critical stakeholders in the transitory health care system: consumers, providers and employers.

LVBCH continues to showcase its commitment to providing excellent programs for its members as well as the business community at large and the communities we serve.

Opening the program was **John Santa, MD**, Director, *Consumer Reports Health Ratings Center*. Dr. Santa spoke about *Consumer Reports* program **“Choosing Wisely, Helping Healthcare Consumers Figure Out What To Do and Not To Do.”** As the name implies, *Choosing Wisely* is an initiative of the ABIM Foundation to help physicians and patients engage in conversations about the overuse of tests and procedures and support physician efforts to help patients make smart and effective care choices. The purpose of **Choosing Wisely** is to have consumers become more engaged in their care and take ownership, as they become true partners with healthcare providers. Dr. Santa was sponsored by **BSI Corporate Benefits**.





Delivering the Keynote Address **“Making Health Care Work for Everyone: We’re All in this Together”** was **Reed V. Tuckson, MD**, Managing Director, Tuckson Health Connections, LLC. Dr. Tuckson’s enthusiastic approach encourages engagement on the part of both consumers and providers. An example of his program is healing stories where people describe how they maintain or regain their health. Being an innovator, Dr. Tuckson looks to engage health professionals in the debate, because as he says, we’re all in this together. We thank **Capitol BlueCross** and **Express Scripts, Inc.** for sponsoring Dr. Tuckson.



Closing the program, and speaking to employer concerns, was **Laurie Brubaker**, President of Aetna’s PA, DE and WV markets. Ms. Brubaker’s address, **“The Healthy Company in a Healthier World”** struck a chord with employers because she touched on those issues that most affect employers and communities as the healthcare marketplace is changing. The core of her presentation is that developing a healthier company and community can be achieved but not without the concerted efforts of employers, communities and healthcare systems. We thank **Aetna** for sponsoring Ms. Brubaker’s presentation.



2014 ANNUAL CONFERENCE: AWARD RECIPIENTS & ATTENDEES | *ESSROC AND CAPITAL BLUECROSS RECOGNIZED*



Accepting for their respective organizations: **Paul Chuckalovcak** (Director, Compensation & Benefits, Essroc) shown receiving the “**Employer Innovation**” award along with LVBCH Chairman **Tim Hinkle** (Lehigh University) and LVBCH president **Tom Croyle**.



Accepting for Capital BlueCross (L-R) **Vicki Doule and Tracy Onorofsky** (Senior VP, Commercial Group Sales) shown with LVBCH Chair **Tim Hinkle** (Lehigh University) and **Tom Croyle**, LVBCH president.





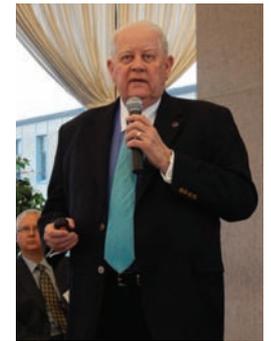
2014 LVBCH INFORMATION & EDUCATION INITIATIVES

LVBCH PRESENTS EMPLOYER FORUMS AND ROUNDTABLE PROGRAMS WHERE CRITICAL EMPLOYEE AND EMPLOYER ISSUES ARE ADDRESSED



Employer Forum: Violence in the Workplace

“Addressing the Unthinkable: Violence in the Workplace,” held at Lehigh University’s Iacocca Hall was attended by some 70 LVBCH members. Opening the presentation was **Sergeant Chris Houtz** (L), Investigations Unit Supervisor, Lehigh University, who presented the “Active Shooter” program that included a showing of the *“Shots Fired on Campus”* video. The second part of the program included a presentation by **Sam Mayhugh, PhD** (R) and **Eric Gustafson, PsyD** both of Integrated Behavioral Health (IBH) a Coalition partner-vendor. Drs. Mayhugh and Gustafson spoke on *“Detecting, Preventing and Responding to Violence in the Workplace.”*



Lehigh University Hosts Healthcare Symposium: “Innovations in Healthcare Delivery Systems”

LVBCH and Lehigh University’s *Department of Industrial and Systems Engineering* and the *Department of Healthcare Systems Engineering* presented a symposium on the fast-paced field of medical technology, exploring both the opportunities and challenges it presents. The event was held in the Wood Dining Room, Iacocca Hall at Lehigh’s Mountaintop Campus.



2014 LVBCH INFORMATION & EDUCATION INITIATIVES | *LVBCH PRESENTS EMPLOYER FORUMS AND ROUNDTABLE PROGRAMS WHERE CRITICAL EMPLOYEE AND EMPLOYER ISSUES ARE ADDRESSED*



Express Scripts Conducts Broker Event

Express Scripts, Inc. conducted a presentation to brokers on the benefits of offering their clients the LVBCH prescription drug program. Conducting the event from Express Scripts were **Josh Sturm, Sr. Director - Strategic Relations**, and **David Audie (L), Sr. Director, Clinical Program Management**. Our Broker Partners are well situated to aid their clients in maximizing the dollars they spend on employee benefits. By steering their clients to the LVBCH prescription program, their clients can experience real savings as reflected in the material presented to the group. The take away is that fully insured groups can realize savings of 15-25 percent, while self-insured employers can realize a savings of 13-18 percent. With the cost of prescription medications on the rise, and newer, higher-priced specialty drugs coming onto the market, employers can't afford not to explore the LVBCH prescription drug program.



UCCI Dental Employer Forum: "The Missing PIECE of Total Health"

James B. Bramson, DDS, chief dental officer, United Concordia (L), conducted the session on the role dental health plays in the overall health of individuals. He called attention to the fact that periodontal disease—commonly called gum disease—affects some 47 percent of the adult population. He cited studies that demonstrate that poor oral health can affect *and* impact general health. Dr. Bramson cited a *United Concordia and Highmark* study, "**Impact of Periodontal Therapy on General Health: Evidence from Insurance Data for Five Systemic Conditions**," published in the **American Journal of Preventive Medicine**, August 2014. Overall, the study concluded that treatment of periodontal disease can reduce medical expenditures in certain chronic disease patients.



Wellness Engagement Workshop

Lehigh Valley Hospital-Muhlenberg was the setting as Certified and Master Certified Health Education Specialists from **Valley Preferred's BeneFIT Corporate Wellness Team** facilitated the event. The goals of the session were: Defining engagement in your company's wellness program; Assessing cultural elements that contribute to overall engagement; Simple steps to help your company get out or stay out of an engagement rut; Tools to implement engaging wellness initiatives with measureable outcomes in the future.

New Publications Focus on the Health of Communities Served by LVBCH



"Closing the Gap in Obesity Management Solutions" is a combined production of LVBCH, The Benfield Group and Eisai, Inc. of Woodcliff Lake, NJ. The data used for this report came from research conducted by The Benfield Group in May of 2012.



LVBCH and Sanofi US (Bridgewater, NJ) produced **"Lehigh Valley Business Coalition on Healthcare Type 2 Diabetes Report 2014"**. The 2014 report includes an overview of key demographics, financial, utilization, pharmacotherapy and health outcomes measures for Type 2 Diabetes patients in the Lehigh Valley, Harrisburg, Reading and Scranton/Wilkes-Barre metropolitan statistical areas.



The CCA is a collaboration of local hospitals, school districts and care providers committed to improving the quality of care for Lehigh Valley children. The CCA has developed a health information exchange called the Virtual Health Village (VHV) which shares children's health care information electronically among health care providers in local

emergency rooms, clinics, physician offices and school health rooms. Electronic sharing will assure faster access and more complete and up-to-date health care information to save time, eliminate duplicate tests and procedures, and greatly improve initial and follow-up care. This project is strongly supported by the LVBCH because of its value to not only students and their parents but employers as well. Visit www.childrenscarealliance.org for more information.





2014 LVBCH INFORMATION & EDUCATION INITIATIVES | *LVBCH PRESENTS EMPLOYER FORUMS AND ROUNDTABLE PROGRAMS WHERE CRITICAL EMPLOYEE AND EMPLOYER ISSUES ARE ADDRESSED*

LVBCH and Merck Present: “Benefit Design in the Post-ACA Environment”

October’s Roundtable program featured well-known and much in demand health policy expert **Mark Fendrick, MD** of the University of Michigan. Dr. Fendrick’s appearance was made possible by our partner-vender **Merck**. Dr. Fendrick is considered the father of *Value-Based Insurance Design* which strives to emphasize the outcome of medical treatment as opposed to the volume of medical treatments. In light of the changes brought about by the Affordable Care Act, employers and health plans are more attuned to Dr. Fendrick’s message and it is one that is embraced by LVBCH employers.



Pictured L-R: Tom Croyle (LVBCH), Mark Fendrick, MD (University of Michigan), Ginny Peddicord and Sam Jones (Merck)



Pictured L-R: Denise Moyer (BBraun Medical), Jenny Scala (City of Allentown), Lori Young (Crayola) and Vicki Doule (Capital BlueCross)



LVBCH Partner-Vendor Client Meetings: Capital BlueCross and Express Scripts, Inc.

A valuable component of our agreements with partner vendors are the client meetings. Whether held quarterly or semi-annually, these face-to-face meetings enable employers to learn vital information about their company’s performance in LVBCH programs and how their financial resources are being used. Employer can ask questions and gain valuable insight from our purchasing partners as well as from other employers. This is another example of partnership, collaboration and engagement at work to benefit LVBCH members.



2014 LVBCH: PARTNERSHIP – COLLABORATION – ENGAGEMENT INITIATIVES

OUR FOCUS ON PARTNERSHIP-COLLABORATION-ENGAGEMENT WITH HEALTHCARE SYSTEMS AND OTHER PARTNERS HELPS ENSURE AFFORDABLE, HIGH QUALITY HEALTHCARE FOR OUR MEMBERS.

Board Meets with St. Luke’s University Health Network Executives

In a series of meetings, LVBCH Board members met with St Luke’s University Health Network (SLUHN) executives to discuss how we could all work together to ensure quality and affordable healthcare for LVBCH members and the community. Board members were pleased to hear that as the health care industry transforms itself, SLUHN will continue to focus on three core values – quality, safety

and affordability. One of the meetings included a tour of St. Luke’s Anderson Campus (a state-of-the-art hospital with 108 patient rooms) led by **Ed Nawrocki, St. Luke’s Anderson Campus president (L)**. In addition to standard and surgical services, it also provides specialty services for cancer, heart conditions as well as bone and joint services. The facility opened in 2011 and was the first free-standing hospital built in Pennsylvania in 40 years.



Board Meets with Lehigh Valley Health Network CEO

LVBCH Board members met with Lehigh Valley Health Network (LVHN) executives at the health system’s newest facility – The Center for Orthopedic Medicine located on Tilghman Street in Allentown. The Board was welcomed to the facility by **Brian Nester, DO,**

president and CEO of Lehigh Valley Health Network (R). Board members learned how LVHN is meeting the challenge to improve healthcare management with a “Triple Aim” approach that focuses on three things: making our community healthier, controlling the cost of care and giving patients the best possible experience. The presentations were followed by a question-and-answer session about maintaining quality healthcare while managing increasing healthcare costs. Board members toured the new facility which is a complete orthopedic hospital that provides a full range of procedures on both an inpatient and outpatient basis.





2014 LVBCH: PARTNERSHIP— COLLABORATION—ENGAGEMENT INITIATIVES



HR Summit: Greater Reading Chamber of Commerce

LVBCH participated in the Greater Reading Chamber of Commerce & Industry’s HR Summit: *“The 3 P’s of HR: PEOPLE, PROCESS, POLICY.”* As an exhibitor, LVBCH interacted with employers from the greater Reading and Berks County areas. Health plan partner *Capital BlueCross* was a major sponsor of the event held in conjunction with the *Society for Human Resources Management (SHRM)*. **Tom Croyle, LVBCH president** (L) pictured at LVBCH table along with attendees from Giorgio and Goodwill Industries.



LVBCH Exhibits at Populytics & Valley Preferred Event

LVBCH participated as an exhibitor at an educational event targeted at employers and brokers that was sponsored by Populytics and Valley Preferred. The event was held at the ArtsQuest Center at SteelStacks, Bethlehem. Pictured at the LVBCH display table are (L-R) **Wendy Manarino** (LVBCH), **Tom Croyle** (LVBCH), **Elissa Pape** (Valley Preferred) and **Jo Ann Sofka** (Populytics).

LVBCH Sponsors American Heart Association Walks in Lehigh Valley and Berks County

As the American Heart Association’s biggest fundraiser, the heart & stroke walks raise money for critical research and education to fight these deadly diseases. LVBCH was a proud sponsor of the Lehigh Valley walk (held at Northampton County College in Bethlehem, PA) and the Berks County walk (held at Blue Marsh Lake in Leesport, PA). Pictured are representatives from Capital BlueCross, National Vision Administrators and LVBCH staff at the two walk sites.



Lehigh Valley



Berks County



QUALITY INITIATIVES: LEAPFROG HOSPITAL SURVEY & NBCH EMPLOYER EXCELLENCE AWARD



2014 Leapfrog Hospital Survey Results & Hospital Safety Scores

LVBCH continues to serve as a Regional Roll-out Organization for *The Leapfrog Group* responsible for inviting hospitals in Eastern and Central Pennsylvania to participate and complete the **Hospital Survey**. For consecutive years, we have increased the number of participating hospitals. In addition, Leapfrog determines **Hospital Safety Scores** for more than 2,500 general hospitals each year. The score is a letter grade (A, B, C, D or F) indicating how safe each hospital keeps their patients. The more information consumers have about the quality of care in their areas,

the better decisions they make concerning care for themselves and their families. LVBCH has benefited from our association with The Leapfrog Group and demonstrates our commitment to working for quality medical care at affordable prices. For more information visit www.leapfroggroup.org



East Penn Manufacturing Company Honored by NBCH for Employer Excellence in Health Care

East Penn Manufacturing (an LVBCH member for more than 20 years) was presented with the **2014 Employer Excellence Award** by the **National Business Coalition on Health (NBCH)** at its annual conference in Washington, DC on November 12, 2014. LVBCH nominated East Penn for the award for their leadership and efforts to improve the quality and efficiency of the health care delivery system, control health care expenditures at the community level and improve employee health. A key initiative for East Penn is its **Primary Care Plus™** program, a successful collaboration between **East Penn, Reading Health System, Capital BlueCross** and **Banyan Consulting**. The program is designed to improve the quality of care delivered to East Penn's employees and their families through clinically integrated, primary care accountable care.



Pictured left to right: Chuck Smithers (NBCH), Dawn Dreibelbis (Reading Health System), Vicki Doule (Capital BlueCross), Rick Jones (Capstone Health Consulting), Bob Johnston (East Penn), Tom Croyle (LVBCH), Cheryl DeMars (NBCH) and Scott Fair (First Niagara/Banyan Consulting).

2014 LVBCH MEMBERSHIP | *OUR MEMBERSHIP IS COMPRISED OF MANY DIFFERENT TYPES AND SIZES OF COMPANIES. SOME ARE INTERNATIONAL IN SCOPE, WHILE OTHERS ARE REGIONAL OR LOCAL EMPLOYERS.*

- Abington Manor at Morgan Hill
- Advertising Specialty Institute
- Aesculap
- Aesthetic Surgery Associates
- Aetna
- All Steel Service, Inc.
- Allentown Parking Authority
- Allentown School District
- Alliance for Building Communities, Inc.
- American Hairlines
- AstraZeneca
- Avago Technologies
- B. Braun Medical Inc.
- Bangor Area School District
- Banyan Consulting, LLC
- Bethlehem Christian School
- Block Insurance Agency, Inc.
- Blue Mountain School District
- Boehringer Ingelheim Pharmaceuticals, Inc.
- Borough of Freemansburg
- Boyertown Area School District
- Brandywine Heights Area School District
- Bridge Gap Engineering, LLC
- Brown & Brown of the Lehigh Valley
- BSEG, LLC
- BSI Corporate Benefits
- Burnham Holdings, Inc.
- Buzzi-Unicem USA, Inc.
- C. F. Martin & Co., Inc.
- Cambridge-Lee Industries, LLC
- Capital BlueCross
- Carbon Career & Technical Institute
- Carbon Lehigh Intermediate Unit
- Caruso Benefits Group, Inc.
- Catasauqua Area School District
- Cedar Crest College
- Center for Allergy & Asthma
- Cetronia Ambulance Corps.
- Chaar Saddlery, LLC
- Cigna
- City of Allentown
- City of Bethlehem
- City of Shamokin
- Computer Aid, Inc.
- Concannon, Miller & Co.
- Conrad Weiser Area School District
- Coordinated Health
- Corporate Synergies Group
- County of Lehigh
- County of Northampton
- Crayola, LLC
- Creative Landscapes
- Delta Dental
- DeSales University
- Dick's Sporting Goods, Inc.
- Diocese of Allentown
- Direct Response Associates
- Distinctive Tile & Stone
- Drabenstott Communications, Inc. "Spark"
- Dunne Manning Inc.
- East Penn Manufacturing Co., Inc.
- East Penn School District
- Eastern PA Endoscopy Center
- Eisai, Inc.
- Elementis Worldwide, Inc.
- Equinox Agency, LLC
- Essroc Italcementi Group
- Express Scripts
- First Commonwealth Federal Credit Union
- FLSmidth
- Follett Corporation
- Gillespie Printing
- Giorgio Health & Welfare Plan
- Godiva Chocolatier
- Good Samaritan Hospital
- Greater Reading Chamber of Commerce & Industry
- Gross McGinley, LLP
- H.A. Berkheimer Inc.
- Hampson, Mowrer, Kreitz Agency
- Heyco, Inc.
- Highmark Blue Shield
- Hospital Central Services, Inc.
- Indicon, Inc.
- Integrated Behavioral Health
- Inter-Tech Supplies, Inc.
- J.S.B. Industries
- Jim Thorpe Area School District

- Just Born, Inc.
- Keenan-Nagle Advertising, Inc.
- Kelly Car Truck Center
- Keystone Precision Instruments
- kgb USA, Inc.
- Khubchandani-Stasik-Rosen, PC
- KidsPeace Corporation
- Korpics Kontracting, Inc.
- Lafayette College
- Lancaster-Lebanon Intermediate Unit 13
- Larry E. Moyer, Chartered Financial Consultant
- Lehigh and Northampton Transportation Authority
- Lehigh Carbon Community College
- Lehigh Career & Technical Institute
- Lehigh University
- Lehigh Valley Benefits Group
- Lehigh Valley Health Network
- Lehigh Valley Safety Supply Co.
- Lehigh Valley Workforce Investment Board
- Lehigh Area School District
- Lentz-Koma Insurance Agency
- Liberty Healthcare Corporation
- Lutron Electronics, Inc.
- Mack Trucks, Inc.
- Mercer Health & Benefits
- Merck & Company
- Mid-State Occupational Health Services, Inc.
- Miers Insurance
- Monroe County Commissioners
- Moravian College
- Muhlenberg College
- NAI Summit
- National Commission for Health Education Credentialing
- National Penn Bancshares, Inc.
- National Vision Administrators
- Natural Light Window, Co.
- Neighbor's Home & Garden Center
- Neurology of Bethlehem P.C.
- Northampton Community College
- Northern Lehigh School District
- Northwestern Lehigh School District
- Novo Nordisk, Inc.
- Nu Vu Contractor, Inc.
- Odhner & Odhner Fine Woodworking
- Olympus Corporation of the Americas
- Opti-Mate, Inc.
- Ortho Clinical Diagnostics
- Palram Americas, Inc.
- Panther Valley School District
- Paragon Technologies, Inc.
- Parkland School District
- Pat Calantoni Construction
- Pfizer, Inc.
- Populytics
- PPL Corporation
- Private Industry Council of Lehigh Valley, Inc.
- PRL, Inc.
- PSEA Health & Welfare Fund
- Pulmonary Medicine, PC
- Quadratus Construction Management, Inc.
- Reading Area Community College
- Reading School District
- Reeb Millwork Corporation
- Restoration Services
- Reynolds & Reynolds Electronics, Inc.
- Roberti & Roberti, LLC
- Sacred Heart HealthCare System
- Salem Christian School
- Salisbury Township School District
- Salukas & White Contracting Inc.
- Sanofi
- Savitz Organization
- Schlouch, Inc.
- Service Tire Truck Centers
- Southern Lehigh School District
- Spectrum Homes
- St. Luke's University Health Network
- TE Connectivity
- Tepes Construction
- TFG Partners, LLC
- TimberRock Enterprises, LLC
- Tom Hall Auction, Inc.
- Trans-Bridge Lines, Inc.
- United Concordia Companies, Inc.
- United HealthCare
- University of Scranton
- Urology Specialists of the Lehigh Valley
- Valley Builders, LLC
- Valley Preferred
- Victaulic
- Volvo Construction Equipment
- Volvo Trucks North America, Inc.
- Warner Benefits
- Weatherly Area School District
- West End Associates, Inc.
- West Shore School District
- Whitehall Coplay School District
- Yeager's Custom Cabinetry

LVBCH STAFF



(Shown L-R)

Rachel Burger, Director of Operations, joined the Coalition in 2012. Prior to joining the Coalition, Rachel worked for PPL, a global energy company, for more than 30 years where she gained valuable experience in a variety of different areas including Marketing, Human Resources and Benefits. She has a B.S. in Marketing from King's College.

Thomas J. Croyle, joined the Coalition in 2010 as President. Prior to that, Tom spent more than 30 years with PPL including as Director of Employee Benefits. Tom holds a B.A. in Labor Studies from Penn State and an M.A. in Human Resource Management from St. Francis University.

Wendy Manarino, Business Manager, joined the Coalition in 2013 as a Business Manager after 17 years with FLSmidth, Inc. in various capacities including as an accounts payable specialist. Wendy began her career with an FLSmidth sister company Fuller Bulk Handling. She holds an Associate's Degree in Business Management from Bucks County Community College.



LVBCH 2014 PURCHASING PARTNERS

Medical Partners



Dental Partner



Vision Partner



Prescription Drug Partner



Mental Health Partner



Health Education and Wellness Partner



Ask your broker to contact our purchasing partners so you can provide your employees with better quality benefits at exclusive lower rates and save money in the process. Visit www.LVBCH.com for more information.



Leadership & Value

The Business Coalition on Healthcare

Employers committed to quality and affordable health care since 1980



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