

Lehigh Valley Business Coalition on Healthcare

**2019
Annual Report**



Employers for Healthcare Value Since 1980

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

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Eileen Zielinski, PPL Corporation

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C.F. Martin & Co., Inc.

Secretary

Jack Gross, Gross McGinley, LLP

Treasurer

Lori Young, Crayola, LLC

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East Penn Manufacturing Co., Inc.



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Juliet Vestal, B. Braun Medical Inc.

Kristen Wenrich, City of Bethlehem



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Carl Seitz, President

Amanda Greene, Director of Operations

Donna Corsi, Director of
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Standing Committees & Chairs

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Education & Wellness Committee

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

Healthcare Purchasing Committee

Juliet Vestal, B. Braun Medical Inc.

Membership & Communications Committee

Jack Gross, Gross McGinley, LLP

Quality Initiative Committee

Kristen Wenrich, City of Bethlehem



President's Report

I am proud to present the LVBCH 39th Annual Report. In 2019, the Coalition was active in providing educational opportunities, enhancing our purchasing programs, and working with area providers to improve the cost and quality of healthcare.

In 2019, LVBCH provided one of the most active educational calendars ever with 27 educational events, including roundtables, meetings, and webinars. The 39th Annual Conference, with 300 attendees, experienced a second year of record attendance.

Working with Lehigh University's Healthcare Systems Engineering Program, in October we held our second film screening, *A Touch of Sugar*, followed by a reaction panel, focusing on diabetes. Other topics covered included medical marijuana, dental health, pharmacy, and data. Events were held in the Lehigh Valley, Reading and Pottsville.

LVBCH enhanced benefit offerings, adding EyeMed as our new vision plan partner. Feedback has been overwhelmingly positive. Soon, we will issue a request for proposals for a prescription benefit management (PBM) partner and will announce the selected PBM by May.

In other highpoints, the Council of Accountable Physician Practices (CAPP), which represents over 30 of the country's largest medical practices, selected LVBCH as one of five coalitions to receive a grant. CAPP conducted a focus group with eight LVBCH members to discuss, "Forging Collaboration Between Employer Purchasers and High-Performing Medical Groups" and will soon present the findings.

As advocates for high quality, affordable healthcare, I thank and recognize Lehigh Valley Health Network and St. Luke's University Health Network for working with us. With support spanning decades, they contribute to our success by participating in quarterly strategy meetings, the Quality Committee, educational events, and sponsoring our Annual Meeting. Echoing our members' words, we are fortunate to have two world-class healthcare providers in the Lehigh Valley.

Finally, I want to thank our employer and associate members, purchasing partners, board and committee members, and staff for continuing to make the LVBCH one of the most successful coalitions in the country. I look forward to a yearlong celebration of the Coalition's 40th Anniversary.



Carl Seitz
CARL SEITZ
President

Letter from the Chair of the Board

As we finish our 39th year, I am amazed by the Coalition's continuous evolution in response to changes in both healthcare and the local economy.

Since LVBCH was founded in 1980, medical breakthroughs have transformed healthcare services. Today, physicians routinely provide treatments that would have seemed like science fiction then. Both extending life and improving quality of life—these evolutions have significantly modified how services are paid for and delivered.

Initially, LVBCH focused on the Lehigh Valley, where there were seven separate hospitals, including the largest one, Allentown Sacred Heart (ASH), now Lehigh Valley Hospital–Cedar Crest. Over time, hospitals have aligned and realigned, leaving us with two rapidly expanding health systems. The future of Easton Hospital, the Valley's only hospital not part of these large systems, is uncertain.

As healthcare has transformed, so has the region's economy. Then, manufacturing made up 40% of the local economy's non-agricultural jobs, with the apparel and steel industries as the principal employers. Today, manufacturing accounts for 17.7% (\$7.3 billion) of the Valley's overall economy, second to the finance, insurance and real estate sector, 18.9% (\$7.8 billion). Healthcare and education now accounts for 14.6% (\$6.1 billion).

These changes have altered the type, size and location of employers served by the Coalition. Throughout this transition, LVBCH has provided ever-changing—but always affordable



Eileen Zielinski
EILEEN ZIELINSKI
Chair of the Board

and cost-effective—benefit options for employers of all sorts and sizes. We have developed a network of brokers and benefit consultants, committed to the health of your employees, as well as the financial health of your organizations. Thanks to its customer service and ability to keep pace with healthcare trends, LVBCH will continue to succeed.

I consider it an honor to serve as Board Chair at such an auspicious time.

39TH ANNUAL CONFERENCE

EMERGING TRENDS IN HEALTHCARE: WHAT'S NEXT? May 2, 2019, DeSales University

The 39th Annual LVBCH Conference at DeSales University provided more than 300 attendees with insights into the ever-changing healthcare, health insurance, and pharmaceutical industries. Attendees also had the opportunity to network and interact with 27 exhibitors, including partners and associate members.

Premier Sponsors:

Capital BLUE

EXPRESS SCRIPTS

Geisinger
Health Plan

geneia

2019: The Healthcare Political and Market Landscape

Robert Laszewski, a healthcare strategist and Washington DC insider, and President, Health Policy and Strategy Associates, provided an update on current and prospective policy and the effect it is having on healthcare costs. Laszewski said that price continues to drive increased costs, with Americans still paying more of gross national product on healthcare than other countries. Proposed policies related to drug pricing, as well as overhauling the healthcare system, were reviewed in detail.



Platinum Sponsor: **St Luke's Care Network**

Geneia Data Update: Moving from Insights to Action

Fred Rahmanian, Chief Technology Officer, and Shelley Riser, RN, VP of Consulting Services and Clinical Innovations, Geneia, reviewed high-cost conditions including diseases of the musculoskeletal system and connective tissue, circulatory system, endocrine system, nutritional and metabolic systems, as well as those of ear, nose, mouth and throat. The prevalence and medical costs of these diseases and other factors influencing health status were also discussed. Additional work related to identifying, stratifying, and predicting high-cost claimants and conditions including those specifically targeting diabetes were also highlighted.



Work-Related Musculoskeletal Injuries & Beyond Limits: The Ekso Bionics Exoskeleton

Yahira Acevedo-Santiago, MD, Physical Medicine and Rehabilitation, and Frank Hyland, Executive Director, Good Shepherd



Rehabilitation Network, discussed the economic burden of musculoskeletal disorders accounting for compensation costs, lost wages, and lost productivity. Treatment options for these conditions include exercise, medication, procedures—such as injections, and surgery. The rehabilitative role of neuroplasticity—the mechanism by which the brain encodes experience and learns new behaviors—was also reviewed, as well as the use of an exoskeleton device to harness the power of neuroplasticity which enables patients with lower extremity paralysis to stand and walk.

Exploring the Biosimilar Market Landscape

Deborah Gan, Executive Director, Integrated Account Management, Strategic Insights, Merck, led an exploration into the biosimilar market landscape. This included learning more about the key drivers of employer healthcare costs—where specialty pharmacy is one of the top drivers of rising costs along with high-cost claimants. The development pathway for biosimilars, including extrapolation—which helps with approvals related to the originator product—was reviewed, in addition to the current state of FDA guidance and additional requirements to meet criteria for interchangeability. Biosimilars have the potential to support the goal of increasing treatment options while decreasing overall healthcare costs.



Healthcare Executive Conversation

Local, regional, and national representatives of employers and healthcare services: John R. Morahan, President, Penn State Health St. Joseph; Chris Pruitt, President & CEO, East Penn Manufacturing Co., Inc.; Brian Seiz, President, Accredo, Express Scripts; and Aji Abraham, Senior Vice President, Business and Network Development, Capital BlueCross; were joined by moderator Ashley Russo, President, ASR Media Productions & Executive Producer and Host, The Peak TV, to discuss healthcare topics of interest to employers.



Platinum Sponsor: **equinox**

39TH ANNUAL CONFERENCE (CONT.)

Leadership in Wellness Award

LVBCH presented the Second Annual Leadership in Wellness Awards to recipients during the 39th Annual Conference. The award program, launched in 2018, recognizes the executive leaders of LVBCH-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:

- Daniel Gagnier of Equinox Agency
- M. Theresa Schwartz of Univest Finance
- Bishop Alfred Schlert of Diocese of Allentown, in memory of Thomas O. Kern

Erin Postel of BeneFIT Corporate Wellness and a member of LVBCH's Education and Wellness Committee, announced the award recipients. She was joined by LVBCH President Carl Seitz and Education and Wellness Committee member Kevin Davis of Univest in presenting the awards.

Platinum Sponsor: 



Attendees Enjoy Networking with Colleagues and Sponsors during Breakfast & Luncheon



Platinum Sponsor: 

THANK YOU TO OUR VOLUNTEERS

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 39 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 and committees, plan educational events, make presentations, participate in opinion panels and so much more. We are extremely grateful for their willingness to share their time, knowledge and talents. Without their continual support we could not exist, let alone continue to thrive. Following the annual conference, their contribution was recognized at a special volunteer luncheon held at Edge Restaurant.

VOLUNTEER COMMITTEE MEMBERS

Education & Wellness Committee

Chair: Jeannine O'Callaghan, C.F. Martin & Co., Inc.
Barbara Bensinger, B. Braun Medical Inc.
Marybeth Browne, MD, Lehigh Valley Health Network
Kevin Davis, Univest
Vicki Doule, BSI Corporate Benefits, LLC
Damien Golden, Capital BlueCross
Allison Hess, Geisinger
Jared McEvoy, Equinox Agency
Mary Jo McNulty, Lehigh University
Adrienne Nagy, Crayola, LLC
Sherri Penchinshen, City of Bethlehem
Erin Postel, BENEFIT Corporate Wellness
Liz Tavarez, City of Reading

Healthcare Purchasing Committee

Chair: Juliet Vestal, B. Braun Medical Inc.
Fay Knabb, East Penn Manufacturing Co., Inc.
Toni Lee Febbo, Lehigh University
Angie Smallwood, Volvo/Mack Trucks, Inc.
Lori Young, Crayola, LLC
Eileen Zielinski, PPL Corporation

Membership & Communications Committee

Chair: Jack Gross, Gross McGinley, LLP
Joseph Aquilina, Lehigh Valley Health Network
Kevin Burgess, McGriff Insurance Services
Mary DeHaven, MD Associates
Linda Devlin, United Concordia Dental
Kimberly Drey, Lehigh University
Benjamin Guerin, St. Luke's University Health Network
Richard King, Schlouch Incorporated
Michael Stocker, HMK Insurance

Quality Initiative Committee

Chair: Kristen Wenrich, City of Bethlehem
John Bulger, MD, Geisinger
Jeffrey Burtaine, MD, LVBCH Medical Director
Jennifer Chambers, MD, Capital BlueCross
Geraldine Garza, City of Allentown
Matthew McCambridge, MD, Lehigh Valley Health Network
Robert McDonald, Lehigh University
Donna Sabol, St. Luke's University Health Network



EDUCATION – LVBCH EMPLOYER EVENTS AND ROUNDTABLES

MEDICAL MARIJUANA: WHAT EMPLOYERS NEED TO KNOW

January 22, 2019 at PBS 39, Bethlehem, PA & August 22, 2019 at Penn State Berks Campus, Reading, PA

Lehigh Valley area employers received information about Pennsylvania's Medical Marijuana Law. Featured speakers were **Deirdre Kamber Todd, Esq.**, Managing Partner, The Kamber Law Group, P.C.; **Asare Christian, MD, MPH**, Physical Medicine & Rehabilitation Physician, Good Shepherd; and **Kathy Strain**, Education Consultant, Drug Free Workplace PA.

Reading area employers received a similar presentation on Medical Marijuana. **Christopher Walsh, PharmD, RPh**, Medication Safety Pharmacist, Penn State Health St. Joseph Medical Center, discussed the health effects of cannabis, and **Loren Speziale, Esq.**, Gross McGinley, LLP, discussed legal considerations related to medical marijuana.



PHARMACY UPDATE

February 27, 2019 at Crown Plaza, Reading, PA & March 28, 2019 at NEPA MAEA, Pottsville, PA

Reading area employers received information from **John Adler**, President, ELMC RxSolutions, LLC, and **Ken Miller**, Director, Clinical Program Management and Clinical Account Executive, and **Jessica Morton**, Account Executive, Express Scripts, about prescription medications including specialty drugs, the new drug pipeline, and tips to assist employers in managing drug costs.

NEPA MAEA employer members received information from **Jessica Morton**, Account Executive, Express Scripts, and **Joe Martin**, Executive Director, U.S. Marketing–Hospital/Specialty Payer and Biosimilar Portfolio, Merck. The discussion focused on trends related to specialty pharmacy and biosimilars and employer strategies moving forward. Benefits of LVBCH membership related to pharmacy and more were also reviewed.



2nd ANNUAL ASSOCIATE SHOWCASE

March 20, 2019 at DeSales University, Center Valley, PA



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 costs and provide needed support to employees. The event featured the following presenters, businesses, and programs: **Lorraine O'Neill**, Businessolver, **Mary Ann Falk**, DeSales University – DeSales MBA, **Valerie Noel**, Geisinger Marworth – Treatment Center, **Fayton Washington**, Pinnacle Care, and **Donna DeMarco**, Viddler.



INTRODUCTORY EVENT FOR MAEA MEMBERS

September 10, 2019 at Mountain Valley Golf Course, Barnesville, PA

LVBCH provided members of the Northeastern Pennsylvania Manufacturers and Employers Association a primer on employee benefits available through the Coalition. Presenters included: **Nick Tranguch**, Vice President of Sales and Acquisition, BSI Corporate Benefits, LLC; **Damien Golden**, Manager, Existing Accounts and Major Market, Capital BlueCross; **Pete Sarpong**, Senior Sales Executive, EyeMed; **Erica Hain**, Senior Director, Commercial Sales, Geisinger Health Plan; **Linda Devlin**, Senior Client Manager, United Concordia Dental; and **Scott Fair**, Vice President Insurance Services, USI Insurance Services.



EDUCATION – LVBCH PARTNER SPONSORED EVENTS

BENEFIT CORPORATE WELLNESS: SUPPORTING HEALTHY LIVING FROM HIRE TO RETIRE

March 7, 2019 at Renaissance Hotel, Allentown, PA

Erin Postel and Madeline Chaffee, Strategic Wellness Consultants of BeneFIT Corporate Wellness, provided employers with an overview of how they can create a healthy workplace to reduce employees' risk of chronic illness, a key driver of benefit costs. BeneFIT's wellness experts participated in a panel discussion featuring: **Carol Michaels**, Administrator, Care Coordination; **Leah Posivak-Khouly**, Wellness Analyst; **Tiffany Ritter**, Health and Wellness Coach; **Erica Hudak**, Health Coach/BeneQUIT; and **Carolyn Lamparella**, Program Director, Preferred EAP.



Sponsored by:



UNITED CONCORDIA DENTAL: THE DENTAL LANDSCAPE

April 3, 2019 at Glasbern Inn, Fogelsville, PA

Quinn Defurrena, DDS, Chief Dental Officer, United Concordia, provided an overview of trends in dental care including better dental health among younger patients and higher dental school costs that are fueling consolidation and the growth of large dental services organizations. Also representing United Concordia at the event were **Linda Devlin** and **Donna Denby**.

Sponsored by:



EYEMED: INTRODUCTION WEBINARS

June 12, 2019 & August 9, 2019

Brian Boose, Regional Vice President, EyeMed, LVBCH's new vision plan partner, led a webinar introducing LVBCH members to EyeMed benefits. He explained EyeMed's flexible design plans that include comprehensive eye exams and lenses, as well as allowances for frames and contact lenses.



Sponsored by:



GEISINGER HEALTH PLAN: THE BEGINNINGS OF A HEALTHCARE RENAISSANCE

September 25, 2019 at DeSales University, Center Valley, PA

Representatives of the Geisinger Health Plan explained current and future changes in the way healthcare services are being provided. **Allison Hess**, Vice President, Health and Wellness, Geisinger, presented "Wellness & Population Health." **Jonas Pearson**, Account Manager, Pharmacy Client Services, Geisinger Health Plan, presented "Pharmacy Updates" and **Scott Wham**, National Vice-Chair, Legislative Council, National Association of Health Underwriters (NAHU), presented "The Beginnings of a Healthcare Renaissance." Also representing Geisinger Health Plan at the event was **Erica Hain**.

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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.

LVBCH 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.



6TH ANNUAL HEALTHCARE SYSTEMS ENGINEERING SYMPOSIUM Creating Value in Healthcare through People, Processes, Technology

May 21, 2019 at Lehigh University's Mountain Top Campus, Iaccoca Hall, Bethlehem, PA

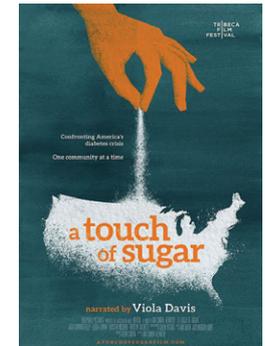
Healthcare experts discussed innovative applications to improve healthcare quality and reduce costs. The presenters were:

Professor **Ana-Iulia Alexandrescu-Anselm**, Director, Lehigh University Healthcare Systems Engineering; **Allison Hess**, Vice President of Health Innovations, Geisinger; and **John Grimm**, Corporate Vice President, U.S. Research and Development, B. Braun Medical Inc. An opinion panel, moderated by **Anne Baum**, Capital BlueCross, followed the presentation. The panelists were: **Thomas Sibson**, Bayada; **James Balshi, MD**, St. Luke's University Health Network; **Kay Ellen Werhun**, Lehigh Valley Health Network; **Tami Hutchinson**, Remedy Partners; and **Jeff Stauffer**, Stauffer Glove and Safety.



3RD ANNUAL DOCUMENTARY SCREENING *A Touch of Sugar* and Expert Panel Discussion October 9, 2019 at ArtsQuest, Bethlehem, PA

LVBCH partnered with Lehigh University's Healthcare Systems Engineering Program in hosting the screening of *A Touch of Sugar*. Narrated by actress Viola Davis, the documentary explores the diabetes ecosystem and reinforces type 2 diabetes as an urgent public health issue. Following the screening, **Amanda Greene**, LVBCH Director of Operations, presented the 2019 Type 2 Diabetes Report: Lehigh Valley Update, and local experts participated in an opinion panel discussion. **Christina Lewis, RN, MPH**, Executive Director, St. Luke's Care Network, moderated the discussion. The



panelists were: **Virginia Peddicord**, Director, Global Employee Population Health, Merck; **Jay Solomon**, Director, Business Analytics Services, Geneia; **Tiffany Ritter, RD, LDN**, Health Coach, Benefit/Populytics; and **Anoop Sangha**, Vice President, Clinical Affairs, Livongo. The event included an exhibit area featuring the American Diabetes Association, EyeMed, and Solera, a diabetes prevention program.

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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, LVBCH invited and encouraged hospitals across Pennsylvania to complete the annual Hospital Survey that assesses hospital safety, quality and efficiency based on national performance measures. They also met with senior leadership of each to learn more about their quality and safety programs. Capital BlueCross continues to incorporate the Leapfrog survey into its quality incentive program for healthcare providers.

Local Hospitals Make Leapfrog's 2019 Top Teaching Hospital's List

Leapfrog recognized 120 hospitals receiving this elite award recognizing safety and quality. Local winners recognized at Leapfrog's annual awards dinner and ceremony in Washington DC, included: Lancaster General Hospital, Lehigh Valley Hospital–Cedar Crest, Penn State Milton S. Hershey Medical Center, and St. Luke's University Hospital–Bethlehem.

Pennsylvania Hospitals Score on Fall 2019 Hospital Safety Grades

In Pennsylvania, 123 hospitals were scored and 56 received 'A' grades in safety including the following local hospitals: Lehigh Valley Hospital's Cedar Crest, Hazleton, Muhlenberg, and Pocono campuses, and St. Luke's Hospital's Allentown, Anderson, Bethlehem, Miners, Monroe, and Quakertown campuses. Pennsylvania is now ranked sixth overall with 45% of hospitals receiving 'A' safety grades.



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, we seek to accelerate the nation's progress toward safe, efficient, high-quality healthcare and the improved health status of the American population.



LVBCH Attends Annual Forum & Presents at All-Member Meeting

Representatives from the City of Allentown, which was nominated for the NAH's Employer Excellence Award, and endorsed medical partners Capital BlueCross & Geisinger Health Plan, joined LVBCH staff in Washington DC. LVBCH also presented to the all-member meeting on the Coalition's Educational Partnership with Lehigh University's Healthcare Systems Engineering Program highlighting the organizations' joint activities including the annual Symposium and Documentary Screening events.



Medical Partner Geisinger Health Plan Receives Innovation Award

Endorsed medical partner Geisinger Health Plan received the eValue8 Health Plan Innovation Award for its Fresh Food Farmacy. A presentation on the program was included in the breakout session, "eValue8 Showcase: Best Practices for Health Plans and PBMs."



MANUFACTURERS AND EMPLOYERS ASSOCIATION TO BRING PURCHASING PROGRAMS TO NORTHEAST PENNSYLVANIA MEMBERS

LVBCH has partnered with the Northeast Pennsylvania Manufacturers and Employers Association (MAEA) to expand the reach of the Coalition's purchasing programs. Through the partnership, LVBCH is able to offer MAEA's 345 member companies the added quality, service, and value our purchasing programs provide. The Coalition is proud to support the MAEA, which has worked for over 50 years 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 2019, the Coalition was involved in several community-based initiatives to address problems afflicting area residents. LVBCH believes that information is a powerful tool in the fight against rising healthcare costs. It is our pleasure to share this information with healthcare providers, health plan administrators, and our other partners. Together, we are working to tackle the health challenges our community faces.

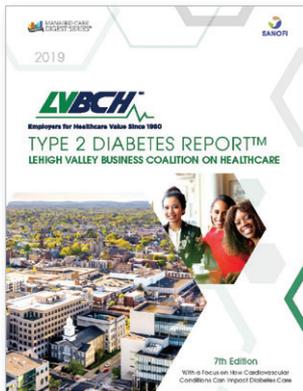
7th Annual Diabetes Report

In collaboration with Sanofi

The 2019 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. The most recent data encompasses nearly 12 million unique patients with a diagnosis of type 2 diabetes—of these, 429,000 reside in Pennsylvania.

Diabetes is a major factor in employer spending for medical care and its impact on other conditions can further exacerbate the health status of employees. By identifying employees with diabetes, and providing the care they need, employers can achieve a healthier and more productive workforce.

LVBCH thanks our partner Sanofi for their support of this important healthcare-related study.



CAPP Focus Group

Forging Collaboration Between Employer Purchasers and High-Performing Medical Groups

LVBCH was one of five coalitions selected by the National Alliance of Healthcare Purchaser Coalitions as a recipient of the Council for Accountable Physician Practices (CAPP) grant. CAPP is a non-profit coalition of more than 30 physician-led, multi-specialty medical groups and health systems, representing more than 80,000 physicians who believe in value-based, accountable care.

As part of the grant opportunity, LVBCH facilitated an invite-only, roundtable of local employers discussing how physicians can better communicate and work with employers to improve healthcare outcomes for patients. The roundtable included employers of various sizes and representing diverse industries. The discussion provided an opportunity for employers to share thoughts and needs directly with the provider audience. This process serves as a first step in fostering a collaborative working relationship between employers and care providers.



2019 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.

LVBCH Experiences 25% Increase in Membership Since 2015: Growth from 189 to 239 Members

- Abeloff Auto Group
- Abington Manor at Morgan Hill
- AblePay Health
- Acopian Technical Company
- Advertising Specialty Institute
- Aesculap
- Alan Kunsman Roofing & Siding, Inc.
- Allegra Lehigh Valley
- Allentown Parking Authority
- Allentown School District
- Andesa Services Inc.
- Atlantic City Linen Supply, LLC
- B. Braun Medical Inc.
- Bangor Area School District
- Benefit Data Services, LLC
- 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
- Camelot for Children
- Cancer Support Community of the Greater Lehigh Valley
- Capital BlueCross
- Carbon Career & Technical Institute
- Carbon Lehigh Intermediate Unit
- 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
- 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., P.C.
- Conrad Weiser Area School District
- ConsumerMedical
- 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
- Distinctive Tile & Stone
- 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.
- ELMC RxSolutions LLC
- Emerson Reid, LLC
- Environmental Waste Minimization, Inc.
- Equinox Agency, LLC
- Everett Chiropractic, Inc.
- Express Scripts
- EyeMed
- Fabtex, Inc.
- First Commonwealth Federal Credit Union
- FLSmidth
- Follett Corporation
- Four Winds Concrete
- FusionHealth
- Geisinger Health Plan
- Geisinger Marworth Treatment Center
- Geneia, LLC
- Glen-Gery Corporation
- Good Shepherd Rehabilitation Network
- Greater Nanticoke Area School District
- Greater Reading Chamber of Commerce & Industry
- Gross McGinley, LLP
- H.A. Berkheimer Inc.
- Habitat for Humanity of the Lehigh Valley
- Hampson, Mowrer, Kreitz Agency
- Hanover Area School District
- Hanover Engineering Associates, Inc.
- Harrisburg Area Community College
- Health Advocate
- Highmark
- Highwood USA LLC
- Hospital Central Services, Inc.
- IBEW Local Union 375 Electricians' Welfare Fund
- Inperium Management Services
- Integrated Behavioral Health
- Jerdon Construction Services LLC
- JetPay Corporation
- Jim Thorpe Area School District
- JSB Industries
- Just Born, Inc.
- Keenan and Associates
- Keenan-Nagle Advertising, Inc.

2019 LVBCH MEMBERSHIP (CONT.)

- Kelly Car Truck Center
- Keystone Precision Instruments
- kgb USA, Inc.
- KidsPeace Corporation
- King Spry Herman Freund & Faul, LLC
- Kistler O'Brien Fire Protection
- Kitchen Magic
- Korpics Kontracting, 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 Technology Company
- Lehigh Valley Workforce Investment Board
- Lehighton Area School District
- Lentz-Koma Insurance Agency
- Lifepath, Inc.
- Lutron Electronics, Inc.
- Luzerne County Community College
- Luzerne Intermediate Unit
- LV Baseball, LP
- LVPHO/Valley Preferred
- 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
- Northeast Pennsylvania School Districts Health Trust (NEPA)
- Northern Lehigh School District
- Northwestern Lehigh School District
- Novo Nordisk, Inc.
- Nu Vu Contractor, Inc.
- One Point/Corporate Environments
- Opti-Mate, Inc.
- Orlando Diefenderfer Electrical Contractor LLC
- Palram Americas, Inc.
- Panther Valley School District
- Parkland School District
- PBS39
- Pen Argyl Area School District
- Pfizer, Inc.
- PinnacleCare International
- Pittston Area School District
- Pleasant Valley School District
- Pocono Mountain 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
- ReFineD Plastics, LLC
- Restoration Services
- Reynolds & Reynolds Electronics, Inc.
- Right RX, LLC (DBA US-Rx Care)
- Robbins Rehabilitation
- Roberti & Roberti, LLC
- Salisbury Township School District
- Sanofi
- Saucon Valley Country Club
- Saucon Valley School District
- Schlouch Incorporated
- Scott Cars, Inc.
- Select Sales
- 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
- Stellar Technology Solutions, Inc.
- 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
- Tunkhannock Area School District
- United Concordia Companies, Inc.
- University of Scranton
- Uninvest Insurance, Inc.
- USI Insurance Services
- Valley Builders, LLC
- Valley Youth House
- Victaulic
- Viddler, Inc.
- Vistacom
- Volvo Group North America, LLC
- VUC Inc. (FKA Dunne Manning Inc.)
- Wallenpaupack Area School District
- Wayne Highlands School District
- Weatherly Area School District
- West End Associates, Inc.
- West Shore School District
- West Side Career and Technical Center
- Whitehall Coplay School District
- WI Holdings
- Wilkes University
- Wilkes-Barre Area School District
- Wilkes-Barre Career and Technical Center
- Wilson Area School District
- Wyoming Area School District
- Wyoming Valley West School District

NEW VISION PARTNER ANNOUNCED—EYEMED SELECTED

LVBCH provides affordable high-quality healthcare solutions to employers by utilizing a rigorous partner-vendor evaluation and selection process. In 2019, vision 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.

LVBCH selected EyeMed as its new vision partner in 2019. The Coalition's extensive review process demonstrated that EyeMed offers LVBCH members the largest vision network, enhanced product features, preferred pricing, and award-winning customer-service. The partnership provides the Coalition's employer members more flexibility to customize vision plans that best meet their needs.



MEDICAL, DATA, & PHARMACY EMPLOYER MEETINGS

In 2019, employers participating in Coalition purchasing programs were invited to attend in-person meetings to review reports and plan strategies moving forward. Capital BlueCross held several meetings in both the Lehigh Valley and Berks County. Geneia also met with the employer cohort throughout the year and offered one-on-one educational sessions for members.

Capital BlueCross Offers Information-Packed Sessions to Coalition Members

Lehigh Valley and Berks area employer members had multiple opportunities to learn more about programs available to LVBCH employer groups and other initiatives to help drive members to quality as well as cost-effective care. This year members learned about the wellness credits, incentive programs, HEDIS measures, and GeoBlue. Musculoskeletal and diabetes prevention programs continue to target clinical areas, while technology-based services such as a Loop text messaging, Virtual Care, and Alexa and Google Voice Skills are helping members get answers and access their benefits remotely while driving cost savings.



Express Scripts

Members of the Coalition's Prescription Benefits Management (PBM) program attended semiannual meetings with Express Scripts representatives. The meetings provided members with information on their prescription savings, allowed members to view results of clinical management, and provided an opportunity for members to share their experiences.



Geneia Collaboration Continues to Refine Employer Benefits Analytic Tool

Coalition members continue 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 data group employer members 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. Data group members and other interested employers attended strategic consultative service meetings throughout the year, where they compared local mammography services, identified top medical conditions driving healthcare costs, analyzed musculoskeletal conditions and impacts on disability and costs, and discussed employee burnout and its negative impact on healthcare spending and measures of employee performance.



2019 PURCHASING PARTNERS

Medical Partners

Prescription Drug Partner

Capital BLUE 

Geisinger
Health Plan

 EXPRESS SCRIPTS®

Dental Partner

Vision Partner

Mental Health Partner

UNITED CONCORDIA®
DENTAL

eye
Med

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INTEGRATED BEHAVIORAL HEALTH

Self-Insured Small Business Option

Private Exchange Partner

BSI  core

bswift /

 USI

Data Analysis Partner

Wellness Partner

 geneia®

BeneFIT®
Corporate Wellness

Ask your broker or benefits consultant 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.



Delivering service and care for LVBCH

Express Scripts proudly supports the Lehigh Valley Business Coalition on Healthcare (LVBCH) and recognizes all the important work done to improve the delivery, cost and quality of healthcare in our communities.



Employers for Healthcare Value Since 1980

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