



Employers for Healthcare Value Since 1980

Lehigh Valley Business Coalition on Healthcare

2021 ANNUAL REPORT

Sincere thanks to all of our 2021 Sponsors,
Employer Members and Associate Members.
We appreciate your support this year and every year.

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2021 ANNUAL REPORT

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Letter from the President & Chair of the Board

2021 Purchasing, Education, Quality & Membership Updates



Carl Seitz
President



Lori Young
Chair of the Board

We are proud to present you with the Lehigh Valley Business Coalition on Healthcare's 41st Annual Report. Despite COVID-19 challenges continuing in 2021 and the increased demands of government mandates, staff shortages, and virus variants, our members remained committed to our mission of improving the delivery, cost, and quality of healthcare. We hope you will take a few moments to reflect on all that has been accomplished in 2021.

LVBCH purchasing initiatives added value to existing programs and brought new opportunities for savings to members. Early contract renewals with United Concordia Dental and Capital Blue Cross achieved millions of dollars in savings. New endorsements will bring opportunities for pharmacy cost savings through ELMC Rx Solutions and Keenan Pharmacy Solutions, and a new employee assistance program offering through Health Advocate.

We continued to provide a safe and enjoyable environment for education and networking with virtual, in-person, and hybrid events. The 41st Annual Conference, held over three days, focused on the future of healthcare, benefits, and mental health. Our partnership with Lehigh University's Healthcare Systems Engineering Program continued with the 8th Annual Healthcare Symposium and 4th Annual Documentary Screening. We also welcomed members back to in-person events at ArtsQuest and Weathered Vineyards, while the Employer Forum continued as a collaborative platform for members to share information on timely topics.

LVBCH received grants from the National Alliance of Healthcare Purchaser Coalitions related to cancer care and biosimilars. We also continued our partnership with NEPA Manufacturers and Employers Association to bring our purchasing programs to their members.

For the 11th year, we maintained our ranking as a Leapfrog Regional Leader. As such, we would like to recognize St. Luke's University Health Network as one of only two systems nationally to achieve straight A's at all 10 hospital locations in the Leapfrog's Spring 2021 Hospital Safety Grades.

We also want to acknowledge St. Luke's and our other local healthcare systems—including Lehigh Valley Health Network and Penn State Health St. Joseph—for the quality services provided to our community throughout the pandemic. We are fortunate to have these world-class providers in our area and commend their ongoing engagement with LVBCH.

Finally, we want to thank our employer and associate members, purchasing partners, Board and Committee members, and volunteers for continuing to make LVBCH one of the most successful coalitions in the country. We also wish to recognize the Coalition staff for the work they do on a daily basis to ensure our success. We value and appreciate the relationships we have developed with all connected to the Coalition and it is our honor to serve you. We are looking forward to seeing you in person in 2022.

Board of Directors & Professional Staff

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.



Professional Staff

(L-R)

Donna Corsi | Director of Member Programs and Services

Amanda Greene | Director of Operations

Carl Seitz | President

Wendy Manarino | Business Manager

BOARD OFFICERS

Chair

Lori Young | Crayola, LLC

Vice Chair

Juliet Vestal | B. Braun Medical Inc.

Secretary

Jack Gross | Gross McGinley, LLP

Treasurer

Richard King | Schlouch Incorporated

Immediate Past Chair

Eileen Zielinski | PPL Corporation

BOARD OF DIRECTORS

Patricia Florkowski | Lehigh University

Kim Kapfer | Dick's Sporting Goods

Fay Knabb | East Penn Manufacturing Co., Inc

Lisa Magrowski | Reading School District

Jeannine O'Callaghan | C.F. Martin Guitar

Meloney Sallie-Dosunmu | City of Allentown

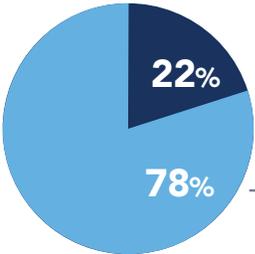
Angie Smallwood | Volvo Group North America, LLC

Kristen Wenrich | City of Bethlehem

Dawn Wilson | Buzzi Unicem

GOAL: Increasing Membership & Engagement

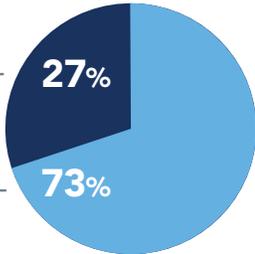
MEMBERSHIP: **250+** ORGANIZATIONS



— Associate Members

— Employer Members

Fully Insured —



Self-Insured —

REPRESENTING **149,000+** EMPLOYEES



4,000
EMPLOYEES
INCREASED
Since 2020

COVERING **342,000+** MEMBER LIVES

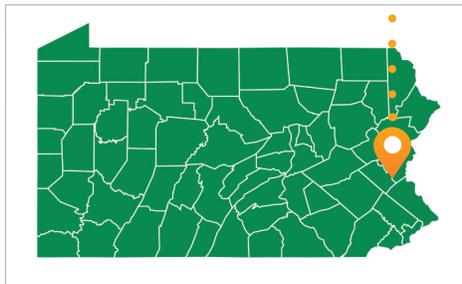


8,000
MEMBER LIVES
INCREASED
Since 2020

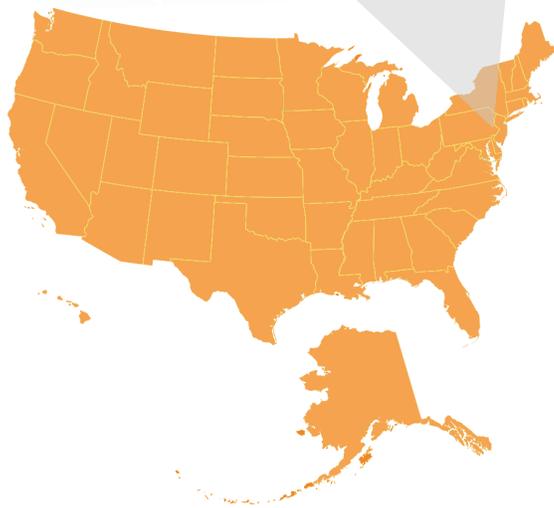
Founded and located in the Lehigh Valley...



...covering lives in every Pennsylvania county...



...and every U.S. state and other territories.



MEMBERSHIP & COMMUNICATIONS COMMITTEE

Chair

Jack Gross | Gross McGinley, LLP

Kevin Burgess | McGriff Insurance Services

Mary DeHaven | MD Associates

Kimberly Drey | Lehigh University

Benjamin Guerin | St. Luke's University Health Network

Richard King | Schlouch Incorporated

Michael Stocker | HMK Insurance

25% increase
in membership
over **5** years



2021 LVBCH Membership List

- Abeloff Auto Group
- Abington Manor at Morgan Hill
- AblePay Health
- Accolade, Inc.
- Acopian Technical Company
- Adept Group LLC
- Ak-Chin Indian Community and Farms
- Allegra Lehigh Valley
- Allentown Art Museum
- Allentown Parking Authority
- Allentown School District
- Alzheimer's Association Delaware Valley Chapter
- American Cancer Society
- AmeriHealth Administrators
- Andesa Services Inc.
- Aon
- ArtsQuest
- Arthur J. Gallagher & Co.
- Ashland Foundry and Machine Works, LLC
- ASR Media Productions
- Atlantic City Linen Supply, LLC
- B. Braun Medical Inc.
- Bangor Area School District
- Bell and Evans
- Benefit Data Services, 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
- Brown & Brown of the Lehigh Valley
- BSEG, LLC
- BSI Corporate Benefits
- Buckno Lisicky & Company
- Burnham Holdings, Inc.
- 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 Blue Cross
- Carbon Career & Technical Institute
- Carbon Lehigh Intermediate Unit
- Catasauqua Area School District
- Cedar Crest College
- Center for Allergy & Asthma
- Central Columbia School District
- 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
- Clarity Benefit Solutions
- Colonial Intermediate Unit 20
- Commonwealth Charter Academy
- Communications Test Design Inc.
- Concannon Miller & Co. P.C.
- Conner Strong & Buckelew
- 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
- 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 Gastroenterology & Liver Specialists, PC
- Easton Coach Company
- EBC Printing and Signs
- Elementis Worldwide, Inc.
- ELMC Rx Solutions 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
- Geisinger Health Plan
- Geisinger Marworth Treatment Center
- Geneia, LLC
- Genentech
- 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
- Hine Hydraulics Corporation
- Hospital Central Services, Inc.
- Hydac Technology Corp.
- IBEW Local Union 375 Electricians' Welfare Fund
- Integrated Behavioral Health
- Jaflo Inc.
- Jerdon Construction Services LLC
- Jim Thorpe Area School District
- JSB Industries
- Just Born, Inc.
- Keenan and Associates
- 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

GOAL: Strengthening Purchasing Initiatives

Preferred pricing and flexibility available for Coalition members



Medical Partner for self-funded employers with 100+ employees



Medical Partner for mid-to-large size self-funded employers with 50+ employees



Prescription Management Partner for self-funded employers, available through carve-out



Prescription Management Partner for self-funded employers, available through carve-out



Third-Party Administrator Partner for self-funded employers, providing the availability to bundle multiple partner offerings



Small business self-funded consortium option for fully insured or standalone self-funded employers with 25–500 employees



Dental Partner for fully insured and self-funded employers



Vision Partner for fully insured employers of all sizes and for self-funded employers with 100+ employees



Online Benefits Administration Partner
for employers of all sizes



Health Education and Wellness options
for employers of all sizes



Mental Health Partner for employee
assistance programs



Data Analytics Partner for employers
with Capital Blue Cross

HEALTHCARE PURCHASING COMMITTEE

Chair

Juliet Vestal | B. Braun Medical Inc.

Mark Angeny | Hospital Central
Services

Patricia Florkowski | Lehigh University

Kim Kapfer | Dicks Sporting Goods

Fay Knabb | East Penn Manufacturing
Co., Inc

Kathy Nosti | Cambridge-Lee
Industries, LLC

Angie Smallwood | Volvo Group
North America, LLC

Stefanie Weber | City of Easton

Lori Young | Crayola, LLC

Eileen Zielinski | PPL Corporation

NEW PROGRAMS Becoming Available in 2022

Pharmacy Cost Savings



Employee Assistance Program



GOAL: Providing Educational Opportunities...

EDUCATION & WELLNESS COMMITTEE

Chair

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

Kevin Davis | Univest

Vicki Doule | BSI Corporate Benefits, LLC

Sarah Engler | Populytics

Damien Golden | Capital Blue Cross

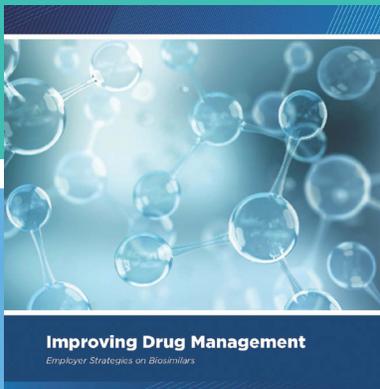
Allison Hess | Geisinger

Jared McEvoy | Miers Insurance

Mary Jo McNulty | Lehigh University

Adrienne Nagy | Crayola, LLC

Sherri PENCHISHEN | City of Bethlehem



Recipient of National Alliance of Healthcare Purchaser Coalitions Grants

- Improving Drug Management: Employer Roundtables on Biosimilars
- Employer Learning Modules in Oncology

YEAR IN REVIEW

JANUARY

- Nicole Malachowski – Harnessing the Headwinds of Change

FEBRUARY

- 8th Annual Lehigh University Healthcare Systems Engineering Symposium: Mental Health – From a Systems Perspective
- Cancer Won't Wait for the Pandemic to End – Employer Strategies to Promote Timely Cancer Screening

MARCH

- AmeriHealth Administrators TPA Services: Creating the Future of Healthcare Together
- Rapidly Changing Pharmacy Benefits – A Lehigh Valley Case Study
- EyeMed: Vision Value for LV BCH Members
- Novo Nordisk: Discover How Obesity is Impacting Your Organization – Strategies Beyond Workplace Wellness

MAY

- 41st Annual Conference: Looking Forward – The Next 40 Years; featuring “The Moral Determinants of Health” Dr. Don Berwick, Institute for Healthcare Improvement and “The Mental Health Moment” Craig Kramer, Johnson & Johnson



...and Encouraging Quality Initiatives

JULY

- Welcome Back Networking at the ArtsQuest Center/ Town Square at Steel Stacks

AUGUST

- Live & In-Person with a Focus on Recruitment and Retention; featuring presentation by Meloney Sallie-Dosunmu, City of Allentown

SEPTEMBER

- 4th Annual Documentary Screening: Mysteries of Mental Illness – New Frontiers, cosponsored with Lehigh University's Healthcare Systems Engineering Program at ArtsQuest Center/Town Square at SteelStacks
- Broker Introduction to Pharmacy Cost Savings Programs – with ELMC Rx Solutions and Keenan Pharmacy Services

OCTOBER

- Employer Biosimilars Roundtable – Improving Drug Management
- Employer Oncology Roundtable Module 1: Prevention & Preliminary Diagnosis with National Alliance of Healthcare Purchaser Coalitions

NOVEMBER

- Employer Oncology Roundtable Module 2: Diagnosis, Treatment Planning & Care

DECEMBER

- Employer Oncology Roundtable Module 3: Survivorship, Surveillance & Back-to-Work

QUALITY INITIATIVE COMMITTEE

Chair

Kristen Wenrich | City of Bethlehem

John Bulger, MD | Geisinger

Jeffrey Burtaine, MD | LVBCH Medical Director

Jennifer Chambers, MD | Capital Blue Cross

Geraldine Garza | City of Allentown

Matthew McCambridge, MD | Lehigh Valley Health Network

Robert McDonald | Lehigh University

Sheila Rulli | KidsPeace

Donna Sabol | St. Luke's University Health Network



Leapfrog Regional Leader since 2010

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Thank You SILVER SPONSORS

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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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Follow us on 

Our affiliation with these national organizations is a value-added benefit for our members:



NATIONAL
QUALITY FORUM



National Alliance
of Healthcare Purchaser Coalitions
Driving Innovation, Health and Value

