



**Lehigh Valley
Business Coalition
On Healthcare**

**2020
Annual Report**



Thank You 40th Anniversary PREMIER SPONSORS!



Thank You 40th Anniversary PLATINUM SPONSORS!



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A YEAR UNLIKE ANY OTHER

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A Year Unlike Any Other

President's Report

It was a year of a global pandemic, racial/social unrest, and a contested election. It is a year that will be discussed, written about, debated, and remembered for ages. It was also our 40th Anniversary. Despite challenges this year, LVBCH has survived and thrived. I am proud to present you with the Lehigh Valley Business Coalition on Healthcare's 2020 Annual Report.

The Coalition ended the year with a record 250+ members, adding 60 new members over the last four years. This growth and robust member engagement is evidence of the value the Coalition continues to bring to members through group purchasing, education, and advocacy.

Three Group Purchasing RFPs were completed this year, to bring significant savings opportunities, increased choice, and outstanding value to our members. We are excited to continue our partnerships with Capital BlueCross and Express Scripts, to welcome new partners WellDyne and AmeriHealth Administrators, and look forward to adding new partners in 2021.

Rescheduling the Annual Conference as our 40th Anniversary Webinar Series, enabled us to increase attendance and engage top national speakers including Scott Gottlieb, David Quammen, Alec Ross, and Charlie Dent. We continued our partnership with the Lehigh University Healthcare Systems Engineering Program for the 7th Annual Symposium and the 3rd Annual Documentary Screening.

Thank you all for your engagement with the Coalition in 2020. We value and appreciate our relationship with each of you, and look forward to continuing to work with you to bring quality cost effective healthcare services to your employees and the community. As Desmond Tutu said, "Hope is being able to see that there is light despite all of the darkness." In that spirit, we are looking forward to brighter times ahead.



Carl Seitz
 CARL SEITZ
 President

"Thank you for all your engagement with the Coalition in 2020. Looking forward to brighter times ahead."



Eileen Zielinski
 EILEEN ZIELINSKI
 Chair of the Board

"It was a year unlike any other, thank you all for your support and engagement. It has been an honor to serve through such a historic time."

Letter from the Chair of the Board

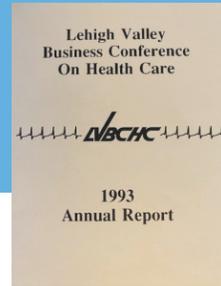
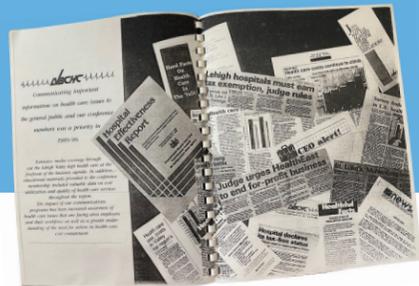
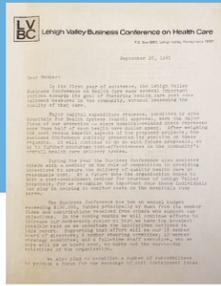
Looking back on 2020, and the Coalition's 40th Anniversary year, it was without a doubt, a year unlike any other.

Last year I commented on the changes in healthcare and the economy over the 40 years since the Coalition was founded in 1980. Little did I know how much our understanding of these areas would be put to the test in 2020. This year healthcare took another leap forward with the development of mRNA vaccines approved for emergency use, while treatment protocols helped to change the course of the COVID-19 pandemic locally and nationally. I would like to recognize the health systems that engage with the Coalition and help to keep members informed throughout the pandemic — including Geisinger Health System, Lehigh Valley Health Network, Penn State Health St. Joseph, and St. Luke's University Health Network. Their ongoing participation, especially with our Quality Committee, and through the newly created Employer Forum, has provided invaluable insight to our employer members.

Similarly, we have seen the economic impacts of this pandemic. Little did we know that in-person meetings would be replaced by "you're on mute," while webinar-fatigue has become the new normal. Despite this, I would like to recognize the ongoing activity among all the Coalition committees, who truly made the most of unexpected circumstances. The Purchasing Committee remained active throughout the year, participating in extensive review processes, and endorsing multiple partners including a new TPA services offering. The Education and Wellness Committee quickly pivoted to the virtual setting, and the 40th Anniversary webinar series allowed us to continue meeting our goal of expanding educational opportunities. Finally, the Membership Committee should be recognized, not just for maintaining membership, but for a record year. The value the Coalition brings to members cannot be overstated.

Despite all of this, 2020 remains a milestone year for the Coalition. Over the past 40 years, the Coalition remains committed to "Promoting quality health care at reasonable cost." In the words of the first Coalition Chair, Ed Donley, from the first Annual Report: "Solutions to containing rising costs will not be easy, nor will they come quickly. Nevertheless, we firmly believe that the Coalition offers the very real promise of effecting rational change at the regional level – with area businesses and our community as a whole, the beneficiaries." I believe despite the changes and accomplishments over the past 40 years, this sentiment remains true.

As I complete my tenure as your Board Chair, it has been an honor to serve through such a historic time. My parting message is to welcome our new Board members and Executive Committee, and to thank all the Coalition members and staff for their support and engagement. I look forward to continuing to work with each of you as Past Chair.



1980

Lehigh Valley Business Conference on Health Care founded; First Chair: Ed Donley, Air Products; Current founding members include: Binney & Smith (now Crayola), Follett Corp, PPL; Covering 50,000 employees

1984

President: Charles MacKay

1992

First News Notes

1993

Executive Director: Kitty Gallagher

1981

First Permanent Office; First President: Robert Ivancevich

1988

Executive Director: Catherine Kunkle

2005

Joined National Quality Forum

2007

Name changed: Lehigh Valley Business Coalition on Health Care

2010



President: Tom Croyle; Joined Leapfrog Regional Leader & National Business Coalition on Health (NBCH – now NAHPC)

2011

Covering 200,000+ member lives

2013

New logo & tagline introduced

LVBCH
Leadership & Value
The Business Coalition on Healthcare

2014

First Symposium with Lehigh University "Innovations in Healthcare Delivery Systems"

2015

Covering 300,000+ member lives



2017



President: Carl Seitz; 200+ companies

2018

First Documentary Screening "To Err Is Human"; Partnership with MAEA

2019

Received CAPP Grant

2020



Four Decades of Leadership and Value

Building Better Healthcare for Employers & Employees

VISION STATEMENT

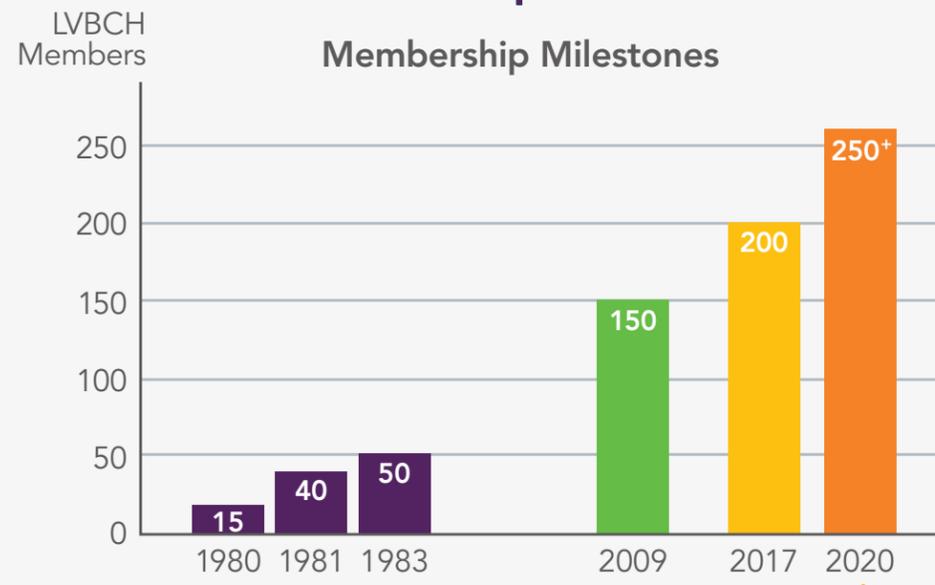
LVBCH will be the recognized leader in providing access to quality and cost-effective healthcare programs.

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

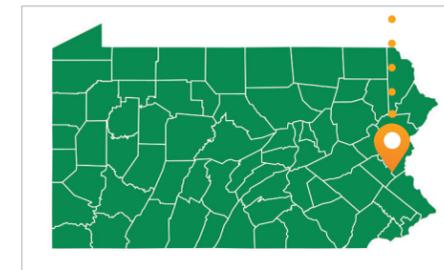
- Encourage quality healthcare initiatives
- Expand educational initiatives by increasing opportunities
- Strengthen purchasing initiatives
- Increase membership in the organization



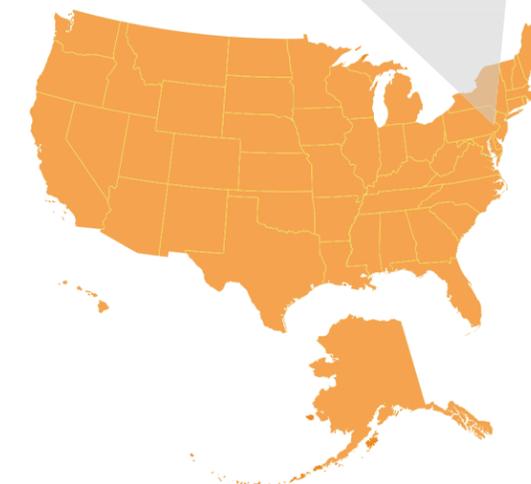
Founded and located in the Lehigh Valley...



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



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



Membership & Communications Committee

Chair:
Jack Gross
Gross McGinley, LLP

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

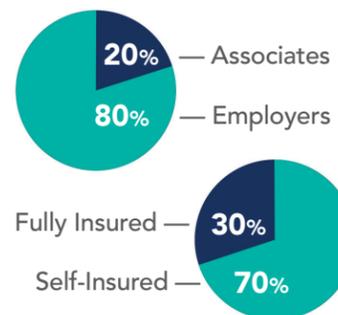
Richard King
Schlouch Incorporated

Michael Stocker
HMK Insurance

"Coalition members have access to employee benefits at exclusive rates and networking opportunities with other businesses."

MEMBERSHIP:

250+
Organizations



REPRESENTING:

145,000+
Employees



COVERING:

334,000+
Lives



2020 LVBCH Membership

- Abeloff Auto Group
- Abington Manor at Morgan Hill
- AblePay Health
- Acopian Technical Company
- Adept Group LLC
- Advertising Specialty Institute
- Aesculap
- Alan Kunsman Roofing & Siding, Inc.
- Allegra Lehigh Valley
- Allentown Parking Authority
- Allentown School District
- AmeriHealth Administrators
- Andesa Services Inc.
- ArtsQuest
- Ashland Foundry and Machine Works, LLC
- Atlantic City Linen Supply, LLC
- B. Braun Medical Inc.
- Bangor Area School District
- 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.
- 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 Camel back Resort
- 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
- Colonial Intermediate Unit 20
- Commonwealth Charter Academy
- Communications Test Design Inc.
- Concannon Miller & Co. P.C.
- 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 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
- 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
- Heart to Heart
- HENRY The Dentist
- Highmark
- Highwood USA LLC
- Hospital Central Services, Inc.
- Hydac Technology Corp.
- IBEW Local Union 375 Electricians' Welfare Fund
- Integrated Behavioral Health
- Jeffery Burtaine
- Jerdon Construction Services LLC
- JetPay Corporation
- 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
- Kitchen Magic
- 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 Academy Regional Charter School
- 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
- Lehigh 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.
- MD Associates
- Members 1st Federal Credit Union
- Merck & Company
- Michelman Steel Enterprises
- Monroe Career and Technical Institute
- Monroe County
- Moravian College
- Muhlenberg College
- Muve Health
- NAI Summit
- National Commission for Health Education Credentialing
- 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
- Penn State Health St. Joseph
- Pennsylvania House of Representatives
- 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
- Redners Market
- Refined Plastics, LLC
- Restoration Services
- Reynolds & Reynolds Electronics, Inc.
- Right RX, LLC (OBA US-Rx Care)
- Robbins Rehabilitation
- Roberti & Roberti, LLC
- Salisbury Township School District
- Sanofi
- Saucon Valley Country Club
- Saucon Valley School District
- Schlauch Incorporated
- Scott Cars, Inc.
- Select Sales
- Service Tire Truck Centers
- SFS Group USA, Inc.
- SI Systems, LLC (a Paragon Technologies Co.)
- SleepCharge by Nox Health
- 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. OBA Lexus of Lehigh Valley
- TFG Partners, LLC
- The Arc of Lehigh and Northampton Counties
- Tunkhannock Area School District
- United Concordia Companies, Inc.
- University of Scranton
- Univest Insurance, Inc.
- UPMC Health Plan
- 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
- WellDyne
- 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

Strengthening Purchasing Initiatives

JULY 2020

LVBCH & Capital BlueCross extend partnership to 2024

SEPTEMBER 2020

New preferred PBM partners Express Scripts & WellDyne

NOVEMBER 2020

AmeriHealth Administrators selected as new TPA partner

MEDICAL PARTNERS



PRESCRIPTION DRUG PARTNERS



TPA SERVICES PARTNER



DENTAL PARTNER



VISION PARTNER



SMALL BUSINESS OPTION



MENTAL HEALTH PARTNER



PRIVATE EXCHANGE PARTNER



WELLNESS PARTNER



DATA ANALYTICS PARTNER



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/Mack Trucks, Inc.

Stefanie Weber
City of Easton

Lori Young
Crayola, LLC

Eileen Zielinski
PPL Corporation

"As a result of our comprehensive vendor evaluation and selection process, we continue to offer valuable benefit programs for your employees that result in significant savings to your bottom line."

Providing Educational Opportunities

...and Encouraging Quality Initiatives

Education & Wellness Committee

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

Barbara Bensinger
 B. Braun Medical Inc.

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

"The Coalition offers unparalleled access to free educational programs on cutting edge employer-employee benefits issues."

JANUARY

- Employer & Associate Appreciation Open Houses
- Employer Initiatives Targeting Diabetes & Obesity (Reading)
- Vision Benefits & Overall Health – with EyeMed

FEBRUARY

- 7th Annual Healthcare Symposium: Moving the Needle on Costs – with Lehigh University

MARCH

- Health Care Policy: Medicare-for-All and More (Lehigh Valley & Reading)

APRIL

- COVID-19 Update for Employers: Understanding the Epidemic & Practical Recommendations – with Dr. Ray Fabius

MAY

- COVID-19 Clinical Update: What Business Leaders Need to Know – with St. Luke's Care Network

JUNE

- Pulse of the Purchaser: COVID-19 Employer Return to Work Strategies – with NAHPC
- Dr. Scott Gottlieb: COVID-19 Employer Perspective
- NAHPC Leadership Summits

JULY

- David Quammen: This Is It! This Is Not It! Pandemic Preparedness Before & After COVID-19
- Getting Back to Business – with Geisinger Health Plan

AUGUST

- Lehigh Valley Business Healthcare Symposium: Trends in Healthcare Panel
- Alec Ross: COVID-19 Employer Impact on the Industries of the Future

SEPTEMBER

- Representative Charlie Dent: 40 Years of Employers for Leadership and Value in Healthcare
- Health Care Policy: Pharmacy, Opioids & Marijuana
- Uncertainty, Stress & Anxiety – with SleepCharge

OCTOBER

- 3rd Annual Documentary Screening: BLEED OUT Reaction Panel
- Health Care Policy: To the 2020 Election and Beyond
- Insights on How to Manage Pharmacy Trend – with WellDyne

NOVEMBER

- On-Demand Webinars with Geneia – COVID-19 Impacts on Utilization & Health Outcomes, and Mental Health & Substance Abuse
- NAHPC Annual Meeting

DECEMBER

- Leapfrog Annual Meeting
- LVBCH Annual Board Meeting & Elections
- 8th Annual Type 2 Diabetes Report – with Sanofi

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

Sheila Rulli
 KidsPeace

Donna Sabol
 St. Luke's University Health Network

"Rigorous evaluation and quality initiatives between the Coalition and local healthcare partners results in higher-quality health care and benefits."

In Memory

Robert Johnston

(October 20, 1952 – October 12, 2020)

Former Chair of the Board of Directors

Bob was engaged with LVBCH from 1999 to 2019 through his role as Benefits Manager at East Penn Manufacturing. His significant contributions to LVBCH included serving as Chairman of the Board, Chair of the Executive Committee, and Chair of the Quality Committee.

Bob is sorely missed and his legacy continues on at LVBCH.



Bob (front, 3rd from left) celebrated his retirement with LVBCH friends and colleagues in January 2019. He continued to serve as LVBCH Past Chair emeritus following his retirement.

Thank You from Our Team to Yours



"Your participation with the Coalition activities gives you a voice in setting goals and initiatives to meet the needs of employers like you!"

Professional Staff

(Standing, L-R)

Amanda Greene, Director of Operations

Wendy Manarino, Business Manager

(Sitting, L-R)

Donna Corsi, Director of Member Programs and Services

Carl Seitz, President

Board Officers

Chair:

Elieen Zielinski
PPL Corporation

Vice Chair:

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

Secretary:

Jack Gross
Gross McGinley, LLP

Treasurer:

Lori Young
Crayola, LLC

Immediate Past Chair emeritus:

Bob Johnston
East Penn Manufacturing Co., Inc.

Board of Directors

Patricia Florkowski
Lehigh University

Richard King
Schlouch Incorporated

Fay Knabb
East Penn Manufacturing Co., Inc.

Angie Smallwood
Volvo/Mack Trucks, Inc.

Juliet Vestal
B. Braun Medical Inc.

Kristen Wenrich
City of Bethlehem

Welcome New Board Members:

Kim Kapfer
Dick's Sporting Goods

Lisa Magrowski
Reading School District

Meloney Sallie-Dosunmu
City of Allentown

Dawn Wilson
Buzzi Unicem

Thank You 40th Anniversary GOLD SPONSORS!



Thank You 40th Anniversary SILVER SPONSORS!

ASR Media | ELMC Rx | Sanofi

Sincere thanks to all of all 40th Anniversary Sponsors, Employer Members and Associate Members. We appreciate your support this year and every year!



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.



Printing Courtesy of 40th Anniversary Premier Sponsor Express Scripts



Employers for Healthcare Value Since 1980

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lvbch@lvbch.com

www.LVBCH.com

Follow us on 



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

