

2015
ANNUAL REPORT



*New Opportunities,
New Challenges*

ANNUAL REPORT 2015

To provide a forum and a voice for the business community on healthcare through collaboration among stakeholders.

New Opportunities, New Challenges



As the sun comes up over Lancaster County, the Business Group on Health welcomes the new day and the opportunity to support our members as they face the challenges associated with providing their employees with health care. Simply put, our mission is to promote the continuous improvement in the quality and cost of healthcare for our member companies, their employees and dependents. No small task in our world of ever-changing relationships and soaring plan costs!

Historically, we have carried out our mission through our three core strategies of collaboration & partnerships, education & advocacy and products and services. Although we continue down this path, we are offering new tools to ensure our members have the resources they need to make their programs a success. We are very proud to introduce our online education sessions to our mix of events. These livestreamed events are an inexpensive alternative to provide members with access to great speakers and relevant information all without leaving their desks! Additionally, we continue to look at ways to utilize available data on cost and quality in

our markets. We know this information will be invaluable to employers as they seek ways to control their healthcare spend.

Our success in the years to come rests in your hands. Our vision is to provide a forum and a voice for the business community on healthcare through collaboration among stakeholders. We challenge you to engage with us in these important conversations about the cost and quality of healthcare in our community. We know, based on 2015 Survey of Health Benefit Plans and Policies, done by the Lancaster Chamber of Commerce and the Business Group on Health that our costs here in Lancaster are higher than the national averages and that it is a struggle for many employers to continue to provide healthcare benefits. We also know that providing these benefits is very important to our member companies. My challenge to all of you is to use our resources, attend our events and make your voice heard. Together we can make a difference and together we can achieve our goals.

Best wishes for a Happy and Healthy 2016!

Diane N. Hess, CLU CEBS
Interim Executive Director

OUR MISSION

Balance between costs and quality

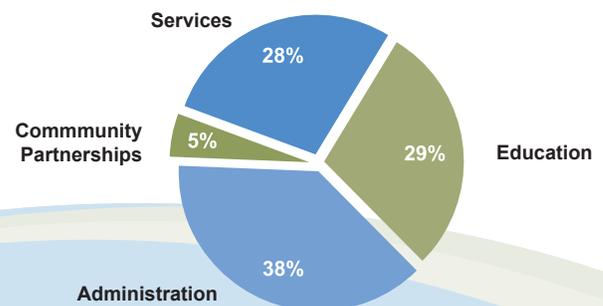
NUMBER OF MEMBERS

The Business Group on Health continues to have strong support from the business community. Currently we have 140 member companies. Although this is down from 2014, it is consistent with prior years.



STAFF ACTIVITY

At the Business Group on Health, we track all of our activity so our membership knows how we are spending our time. Although administration takes up a significant portion of our time, we continue to be focused on delivering high quality educational events and innovative programs and services. We also continue to work closely with our community partners



BUSINESS GROUP ON HEALTH - CORE STRATEGIES

Engage

Collaboration & Partnerships

Promoting dialogue and partnerships among stakeholders — businesses, healthcare providers, insurers, payers, project funders, social service agencies, brokers, consultants, and government – helps keep healthcare effective and affordable. Working together, by utilizing individual organizational strengths, maximizes our impact which benefits the entire community.

Empower

Education & Advocacy

Providing educational events yields opportunities for the community to learn about leading trends in healthcare. Through formal events, member-only networking events, local surveys, newsletters, webinars, and strategic vendors, our members learn compelling strategies that directly impact their employee benefit plans. The Business Group on Health continues to advocate for the appropriate balance between quality and cost of healthcare.

Execute

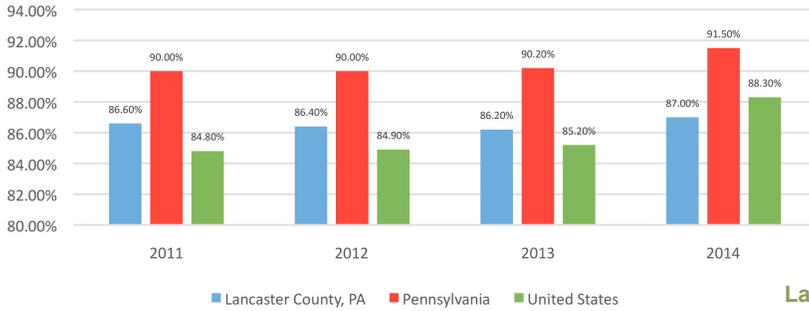
Products & Services

The Business Group on Health seeks to find or develop unique cost-effective products and services that promote the optimal well-being of our membership. We will accomplish this by filling market voids where the Business Group on Health can play a unique role without directly competing with existing services in the marketplace.

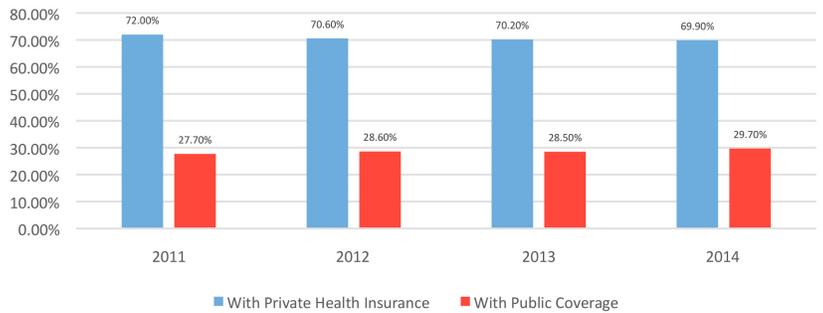
HEALTHCARE TRENDS: Local Numbers

WHO HAS COVERAGE

National Health Insurance Coverage

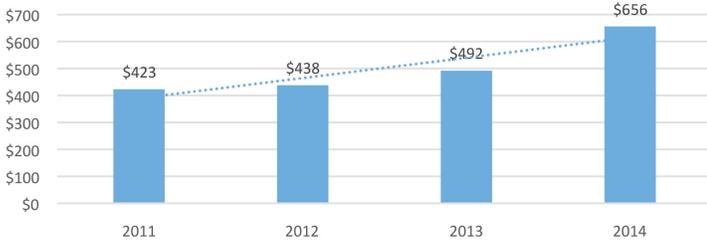


Lancaster County Health Insurance Coverage

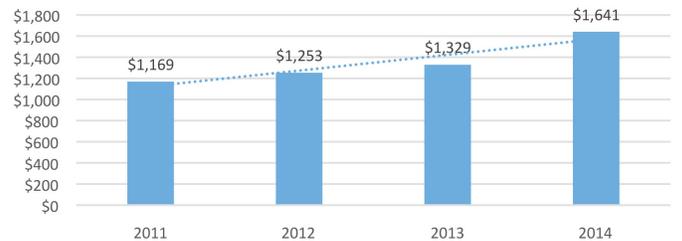


HOW MUCH DO THEY PAY? (LANCASTER CITY)

Single Premium Rate

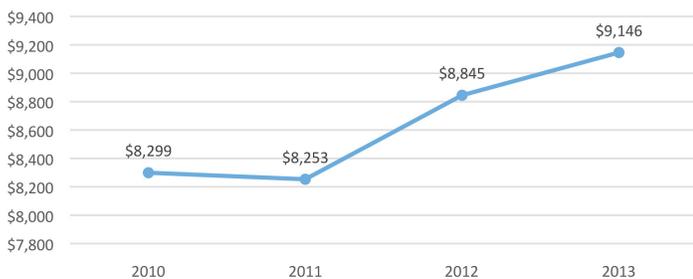


Family Premium Rate

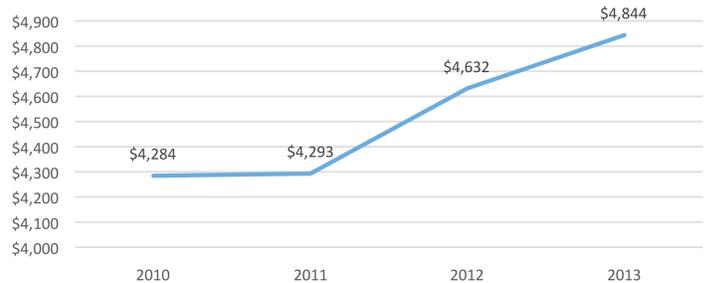


OUT OF POCKET EXPENSE

National Personal Health Expenditures Per Capita (nominal)



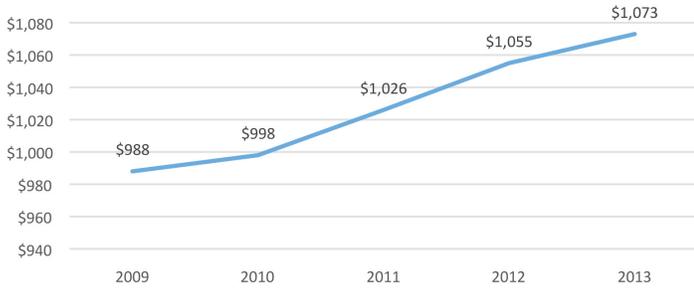
Total Lancaster County Personal Health Care Expenditures (in million)



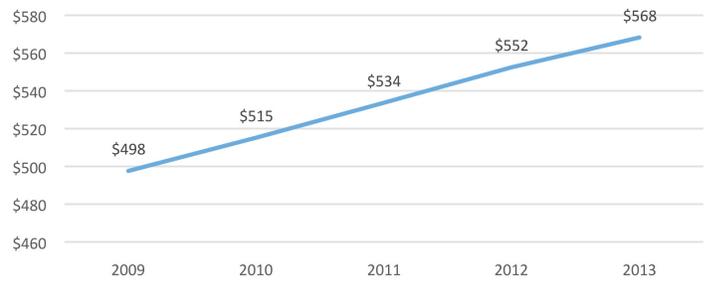
HEALTHCARE TRENDS: Local Numbers

TOTAL HEALTHCARE SPEND—

National Out-of-Pocket Personal Health Care Expenditures Per Capita (nominal)

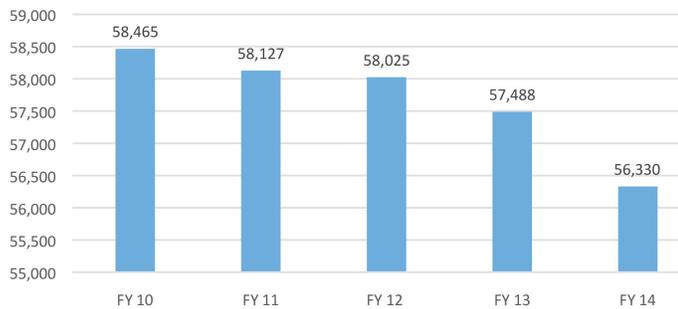


Lancaster Out-of-Pocket Personal Health Care Expenditures Per Capita (nominal)

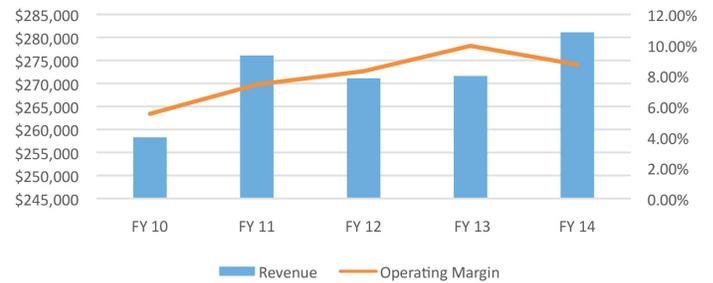


HOSPITAL SERVICES UTILIZATION—

Lancaster County Inpatient Hospitalizations

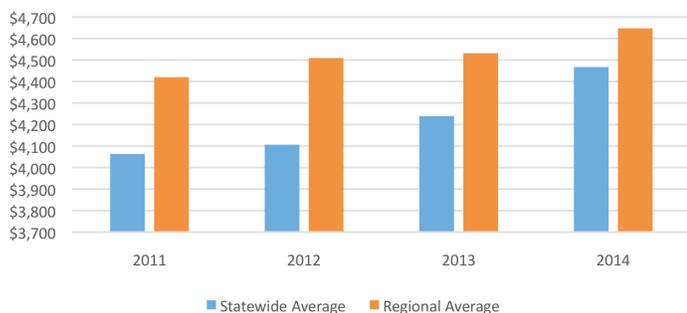


General Acute Care Hospitals Revenue and Operating Margin



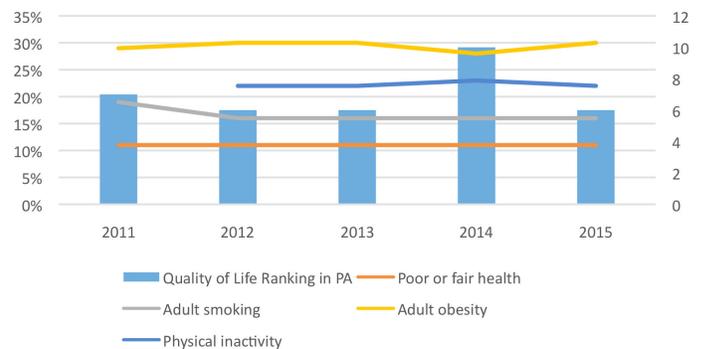
OUTPATIENT SERVICE UTILIZATION—

Ambulatory Surgery Center: Revenue (in thousands)



STATE OF HEALTH—

Lancaster County Health Ranking and Indicators



2015 KEYNOTE EVENTS

Healthcare reform compliance again dominated the early months of 2015, but as more of the law is implemented focus has again turned to controlling costs and improving quality. Events focusing on using data to control the spend and the effectiveness of employer based wellness programs gave us a strong finish to the year.

HEALTHCARE Forum/Health Summit

HEALTHCARE Legislative/Legal Update

HEALTHCARE Forecast Breakfast

LANCASTER Health Summit 2015
THE WAY TO WELLVILLE
 The Way to Wellville... Connecting the dots to build a culture of health and prosperity.

THURSDAY, MAY 7, 2015
 7:30 AM TO NOON
 LANCASTER COUNTY CONVENTION CENTER
 25 SOUTH QUEEN STREET, LANCASTER.

Title Sponsor:
 Lancaster Regional Medical Center
 Heart of Lancaster Regional Medical Center

What's the "business case" for a healthy community? What are the outcomes that inspire investment now to achieve measurable results in the future? Come hear from the CEO of HCCap, an organization that works to create an infrastructure for good health and well-being through their program services. The Way to Wellville rewards teams that show the world how good health and wellness can return healthy dividends for communities - rethink everything - from the complex to the simple. They re and have demonstrated that when we change, we change. County has begun similar thinking. At this year's Summit, work that has been done and continue developing strategic actions to a common healthy purpose.

Presented by:
 Penn State University of Pennsylvania Health System
 Richard England, M.D., Lancaster Regional Medical Center

2015 Business GROUP ON Health HEALTHCARE LEGISLATIVE/LEGAL UPDATE

February 18, 2015
 7:30 a.m. - 10:00 a.m.
 Double Tree Resort at Willow Valley
 \$45 Members; \$75 Non-Members
 Register On-line at www.businessgrouponhealth.org

Presented by:
 Stephen R. Kern and Eric N. Athey, McNeese Wallace & Nurick

Thank you to our Title Sponsor—
 stoudt advisors

Business GROUP ON Health
 Presents:
2015 BIG DATA
 Healthcare Forecast Breakfast

Forming Healthcare Data and Analytics

Title Sponsor:
 stoudt advisors



ANNOUNCING ONLINE LEARNING



ONLINE LEARNING OPPORTUNITIES

The Business Group on Health is now offering Online Learning Opportunities. **What will be covered:**

- Current Events
- Vendor Educational Events
- Classroom/Workbook
- Senior Suite Interviews

UPCOMING SESSIONS:

VIRTUAL HEALTH NOW

with Russell Baxley, Lancaster Regional Medical Center

Date: Thursday, February 4, 2016
Time: 9:00 a.m. to 10:00 a.m.
Cost: Free - Registration is Required

CLASSROOM SESSION ON SELF-FUNDING

with Pam Spengler, The Loomis Company

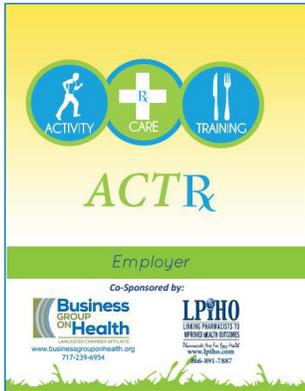
Date: Monday, February 8, 2016
Time: 9:30 a.m. to 10:30 a.m.
Cost: \$35 BGH Members / \$60 Non-Members

EMOTIONAL & MENTAL WELLNESS

with Cheryl Raudenbush, Mazzitti & Sullivan EAP Services, Inc.

Date: Thursday, February 18, 2016
Time: 1:00 p.m. to 2:00 p.m.
Cost: Free - Registration is Required

RESOURCES & SOLUTIONS



ACTRx

ACTRx programs are designed to bridge the gaps in the healthcare system by providing coaching and monitoring to employees who are ready to participate in reducing their long-term health risks. All programs use local pharmacists provided by LPHO (Linking Pharmacists to Improved Health Outcomes) to each enrolled participant. LPHO is a local coalition of pharmacists that perform patient education and monitoring sessions, at the workplace or the pharmacy, while tracking individual outcomes of pre-defined goals.

2015 Benefits Survey

In cooperation with The Lancaster Chamber of Commerce and Industry, the Business Group on Health conducts an annual Policy and Benefits Survey. The survey asks the county employers about their healthcare benefits, including employee contributions, strategies to contain costs and their views on healthcare issues. The results provide a benchmark for county employers to assist them in evaluating the competitiveness and appropriateness of their benefit package. An executive summary of the survey is available to Business Group on Health members at no cost and is on the Business Group on Health Website in the Members Only section.

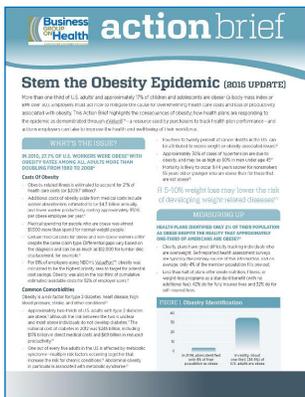
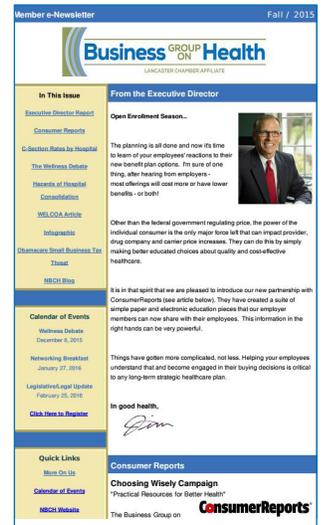


Certified RESOURCES Program

As a tenured healthcare educator to the employer community, the Business Group on Health finds value in sharing any new ideas, products or service that helps employers hold down the cost and utilization of healthcare. The commercial market generates considerable activity in these areas and the Business Group on Health wants to highlight programs that emphasize these core values. Therefore, the Business Group on Health will invite, score, validate, promote and perform annual reviews of such programs we find to have merit for consideration by our membership. Potential programs will not be limited to scope, but must illustrate a direct link to healthcare and related topics. The intent of this program is to review commercial opportunities, but not recommend their effectiveness for any one member.

Business Group e-Newsletters

Quarterly, "news you can use" is sent via email to our members and also is available in the Members Only section of the Website.



Action Briefs

Each Action Brief centers on a specific topic of interest highlighting why employers should care and providing action steps and strategies employers can take to improve health and healthcare delivery. This information documents make great educational pieces employers can share directly with employees so they have knowledge they can use.

BOARD OF DIRECTORS 2016

Executive Committee:

Timothy Shrom, Chair, Solanco School District
Regina Deel, Vice Chair, Conestoga Wood Specialties Corp.
Melissa Biros, Secretary, OpSec Security, Inc.
Thomas Williams, Treasurer, InteriorsHome
Eric Athey, Immediate Past Chair, McNees Wallace & Nurick LLC

New 2016 Board Members:

Jason Dennis, CoreSource, Inc.
Dr. Lora Regan, Lancaster City & County Medical Society,

Retiring 2015 Board Members:

Dr. Charles Castle, Lancaster City & County Medical Society

Business Group on Health Staff:

Diane Hess, CLU CEBS, Interim Executive Director
Laura Mscisz, Project and Events Coordinator
Anthony Arditi, Intern

Directors:

Russell Baxley, Lancaster and Heart of Lancaster Regional Medical Centers
Eric Buck, LGH Community Care Collaborative, LLC
Shannon Clark, StoudtAdvisors
Blake Daub, Luthercare
Jason Dennis, CoreSource, Inc.
Kelly Fasnacht, Kalas Manufacturing
Liz Ford, High Company LLC
David Kreider, WellSpan Health
James Maurer, R.W. Sauder, Inc.
Kyra Melleby, Highmark Blue Shield
Richard Migash, Capital BlueCross
Joseph Petonak, Aetna
Lora Regan, M.D., Lancaster City and County Medical Society
Andre Renna, Regional Gastroenterology Associates of Lancaster
Heather Valudes, The Lancaster Chamber

UPCOMING EVENTS IN 2016

MEMBER NETWORKING BREAKFASTS

Date: January 27, 2016 and August 2016
Location: Southern Market Center/
Lancaster Chamber
Time: 7:30 a.m. to 9:30 a.m.
Cost: Free to attend, but registration is required

HEALTHCARE LEGISLATIVE/LEGAL UPDATE

Date: Thursday, February 25, 2016
Location: Lancaster Country Club
Time: 7:30 a.m. to 10:00 a.m.
Cost: \$45 Members; \$75 Non-Members

2016 HEALTH SUMMIT

Date: Thursday, May 12, 2016
Location: The Ware Center/
Millersville University
Time: 7:30 a.m. to 12:00 p.m.
Cost: \$40 Registration Fee; \$20 Non-Profit

17th ANNUAL HEALTHCARE FORECAST BREAKFAST

Date: September 30, 2016
Location: Bent Creek Country Club
Time: 8:00 a.m. to 11:00 a.m.
Cost: \$45 Members; \$70 Non-Members



SPONSORSHIP OPPORTUNITIES

Join others in getting your firm in front of 100's of key decision members while supporting the Business Group in it's mission to hold cost down and create efficiency by working collaboratively with all sectors of the healthcare system.