



FISCAL YEAR  
**2018**

# ANNUAL REPORT



**Greater Philadelphia  
Business Coalition  
On Health**

*Building Bridges to Better Healthcare*

# From the President

I am pleased to share with you this Annual Report for the Greater Philadelphia Business Coalition on Health (GPBCH), summarizing our activities and accomplishments for the 2018 Fiscal Year. As is reflected in the report, the Coalition's portfolio of educational programming and projects in support of our mission of improving population health and the value delivered to employers by the healthcare system continued to expand over the past year. Our key activities have had a measurable impact on patient safety and workforce obesity and diabetes risk, and while other accomplishments are more difficult to quantify, we know we are having an impact.

We want to thank the 47 employers, representing more than 1.5 million lives nationally, who have supported GPBCH's mission of improving health and healthcare in the local Southeastern Pennsylvania/Delaware/Southern New Jersey market through their membership, and contributing time and energy to our activities. We also appreciate the 46 affiliate members - benefits consulting organizations, pharmaceutical manufacturers, health plans, service vendors, and others - who similarly support our efforts. And finally, we thank the many other local and national organizations, including the Philadelphia Department of Public Health, the Delaware Health Care Commission, the National Alliance of Healthcare Purchaser Coalitions and the Leapfrog Group, for the opportunity to collaborate and share resources in support of our mission.

We hope that membership will continue to expand as more employers realize that a very small investment of member dues can yield big savings, better care, and healthier lives.

Looking ahead to 2019, our activities will continue to address the most challenging issues facing employers in our region, such as improving diabetes management, eliminating wasteful services, and identifying best practices for managing specialty pharmaceuticals. We look forward to working with you toward these important objectives.



Neil Goldfarb  
President and CEO

## MISSION STATEMENT

The Greater Philadelphia Business Coalition on Health (GPBCH) seeks to increase the value of health benefit spending for its employer members by improving workforce and community health, increasing healthcare quality and safety, and reducing health care costs. The Coalition represents employer interests in working with health plans, health care providers, benefits consultants, suppliers and other system stakeholders to address population health priorities and to ensure that when health care is needed it is accessible, affordable, high-quality, and safe.



# Member Education

GPBCH offers monthly in-person and webinar educational programs, including our Annual Conference and Annual Wellness Summit. In 2018 we also co-hosted an Employer Summit in Delaware. Program topics in the past fiscal year included:

- Best Practices in Care Coordination
- How ACOs are Changing Care in the Greater Philadelphia Region
- A Population Health Approach to Diabetes Management
- Genetics, Genomics, and Personalized Medicine
- An Employer Discussion on Cancer Management Strategies
- Managing High-Cost, Relatively-Rare Conditions
- Vendor Audits, Fiduciary Responsibility, and the ACA
- Health, Presenteeism, and Engagement: The Migraine Example
- PLUS: GPBCH and National Alliance Webinars, Semi-Annual Employer Forums



The September 2017 Annual Wellness Summit “Stress and Pain” focused on the impact of stress on physical health and well-being and solutions for employers to manage workplace stress, including mindfulness training and solutions to support caregiver workers; and on the epidemiology and economics of the opioid crisis, the impact of pain and opioid misuse on worker health, and resources and treatment programs to address opioids in the work force.



In collaboration with the Delaware State Chamber of Commerce and the Delaware Health Care Commission, GPBCH hosted the May 2018 Delaware Employer Summit to discuss the challenges facing employers and the State of Delaware in lowering healthcare costs, improving healthcare quality and safety, and increasing the overall value of health benefits. Keynote speaker Cabinet Secretary Dr. Kara Odom Walker spoke about “Delaware’s Path to Improvement and How Employers Can Help Get Us There.”



The Annual Conference “Employers Driving Value: Emerging Best Practices” had a record 260 registrants. Topics included impact of federal policy and politics on employers, promoting high-quality primary care, driving improvement in patient safety, direct contracting with providers, and value-based pricing of pharmaceuticals. GPBCH Healthcare Innovation Awards were presented to Accolade, Board of Pensions of the Presbyterian Church (U.S.A.), City of Philadelphia and Vanguard.

# DRIVING QUALITY AND SAFETY TRANSPARENCY AND IMPROVEMENT

Leapfrog Hospital Survey participation has increased in this region and nationwide, with 2017 hospital participation rates of nearly 60% in Southeastern Pennsylvania and Delaware, 94% in New Jersey, and 52% nationally. GPBCH is Regional Leader for the Leapfrog Group for Southeastern Pennsylvania and Delaware and the New Jersey Health Care Quality Institute is Regional Leader for New Jersey. Studies have shown that hospitals that publicly disclose their quality and safety measures are more likely to improve care, and that safer care leads to better patient outcomes and lower costs. GPBCH shares regional and national Leapfrog Hospital Survey measures, Leapfrog Hospital Safety Grades, and custom educational tools with employers for decision-making and employee education.

March 2, 2018

### CASE STUDY: IMPLEMENTING THE LEAPFROG INTENSIVE CARE UNIT/ICU PHYSICIAN STAFFING STANDARD



When Doylestown Hospital – part of a nonprofit health care network that has delivered care to the Doylestown, Pennsylvania community for more than 90 years – received a “C” on the Spring 2016 Leapfrog Hospital Safety Grade, hospital President and CEO Jim Breider led a campaign to dramatically improve patient safety throughout the hospital, ultimately increasing its safety grade to an “A” in Fall 2016. One key area of improvement was adapting its staffing model to meet Leapfrog’s ICU Physician Staffing (ICU) Standard.

In the following interview, Breider explains how Doylestown Hospital made this change and offers advice for other hospitals seeking to increase intensivist coverage.

To learn more about the steps Doylestown took to address this challenge, [click here to read the case study.](#)

### FINANCIAL RESULTS SUMMARY: Lives and Dollars Lost to Medical Errors

Increasing employee enrollment at “A” hospitals can save lives and lower costs.

Year	Total number of hospital admissions for a calendar year within the U.S.	Total percent of admissions to hospitals with the following Leapfrog Hospital Safety Grade	The estimated percent of admissions that require surgery at an ICU stay	Your company's annual total expenses for health care (average)
2016	10.5M	4.6%	21%	\$1,000
2017	10.5M	1.9%	21%	\$1,000
2018	10.5M	1.9%	21%	\$1,000

Yearly savings: \$21,010,347

### HOSPITAL SAFETY: How to protect yourself and your loved ones from medical errors

Did you know... At least one MILLION deaths happen every year as a result of hospital errors and mistakes.

What is a health care safety? Health care is a complex system, and even the best hospitals can make mistakes. Safety is a goal that every hospital should strive to achieve. It is a goal that every patient and family member should demand.

How safe is your hospital? Do you know if you or your family would receive safe care? Find out by looking at the Leapfrog Hospital Safety Grade. The Leapfrog Group, an independent nonprofit, evaluates the safety of hospitals across the country. It is the only organization that provides a public rating of hospital safety. The Leapfrog Hospital Safety Grade is a letter grade from “A” to “F”, with “A” being the highest and “F” being the lowest. The Leapfrog Hospital Safety Grade is based on a variety of factors, including patient safety, quality of care, and patient satisfaction.

How can you protect yourself and your loved ones from medical errors? There are several things you can do to protect yourself and your loved ones from medical errors. First, make sure you are getting care from a hospital with a high Leapfrog Hospital Safety Grade. Second, make sure you are getting care from a hospital that is transparent about its safety record. Third, make sure you are getting care from a hospital that is committed to improving patient safety.

For more information, visit [www.leapfrog.org](#).

### GPBCH BRIEF: Leapfrog 2016 Hospital Survey Findings

Hospital-acquired infections – Some progress, but much more to do

At least one out of 10 patients in U.S. hospitals develop a hospital-acquired infection (HAI). HAI is a leading cause of death and disability in hospitals. It is also a leading cause of extra costs for patients and the health care system. HAI is preventable, but it is not always prevented. HAI is a problem that every hospital should strive to solve.

Why should employers care? HAI is a problem that every employer should care about. HAI is a problem that every patient and family member should demand. HAI is a problem that every hospital should strive to solve. HAI is a problem that every employer should care about. HAI is a problem that every patient and family member should demand. HAI is a problem that every hospital should strive to solve.

For more information, visit [www.gpbch.org](#).

## SERVING EMPLOYER INTERESTS LOCALLY AND NATIONALLY

To support our mission, the Coalition collaborates with many organizations, including the Health Care Improvement Foundation, HealthShare Exchange, Philadelphia Department of Public Health, Pennsylvania Insurance Department, Live Healthy PA, Delaware Health Care Commission, Delaware State Chamber of Commerce, and Chamber of Commerce Southern New Jersey. GPBCH represents employers at the national level with the National Alliance of Healthcare Purchaser Coalitions, where Neil Goldfarb serves as Chair of the Board of Governors, The Leapfrog Group, National Quality Forum, Better Medicare Alliance, National Coalition on Health Care, U.S. Chamber of Commerce, and Action Collaborative on Building Healthy Communities.





# GPBCH INITIATIVES OFFER BENEFITS TO EMPLOYERS

GPBCH engages in a number of initiatives to support employer engagement in population health improvement in the work force and the community aiming to achieve better outcomes and value in health benefit spending. We provide educational programs and content to support work force well-being and productivity, a guide to healthcare resources and vendor special offers, and access to group purchasing for Pharmacy Benefits Management and other services. Through CDC funding from the National Association of Chronic Disease Directors, several GPBCH employer members implemented the National Diabetes Prevention Program, in-person and on-line versions, yielding positive outcomes. With funding from the Robert Wood Johnson Foundation, GPBCH conducted a research study of employer claims to identify the impact of community health on employer service utilization and costs.

**Many of GPBCH's reports and employer education tools distributed in the past year are shown on this page.**



## NEW INITIATIVES FOR FISCAL YEAR 2019

Improving Diabetes Management in Employee Populations

New Tools and Pilot Programs to Support Healthy Weight

Waste Reduction through the Choosing Wisely Campaign

GPBCH Healthy Employer Recognition Program

Data Warehouse

Workers Compensation Cost and Integration Improvement  
with Medical Management

Best Practices for Managing Specialty Pharmaceuticals

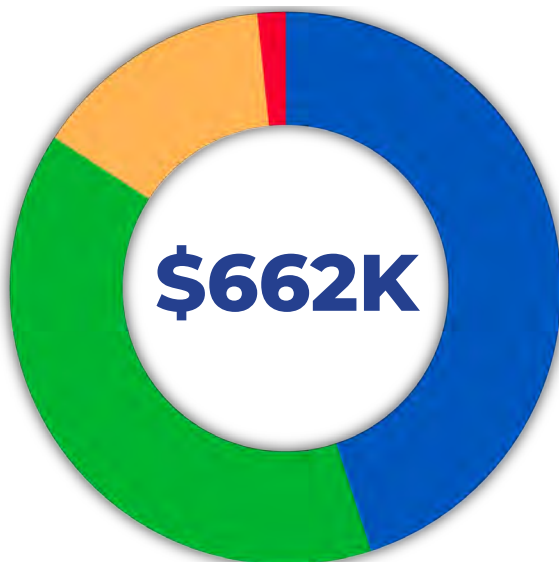
Migraine Data Dashboard

Lung Cancer Screening Education

Action Briefs: Multiple Sclerosis, Hemophilia,  
Bariatric Surgery

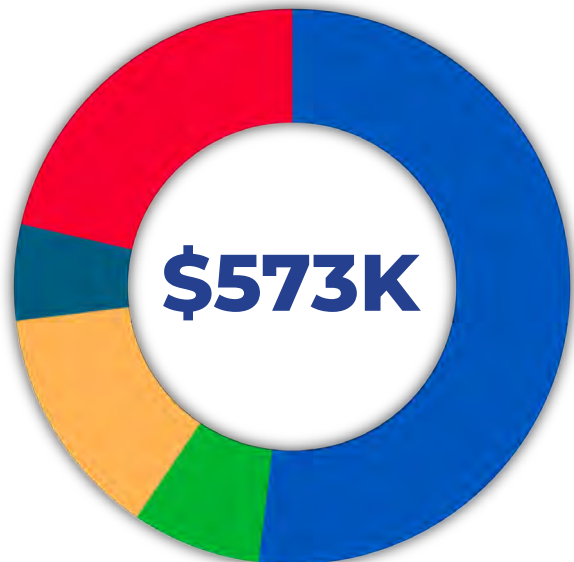
## SUMMARY OF GPBCH FINANCES FOR FISCAL YEAR 2018

REVENUE



- Member Dues
- Grants
- Sponsorships
- Registrations

EXPENSES



- Payroll
- Benefits
- Meetings
- Rent
- Other

GPBCH is recognized by the US Internal Revenue Service as a 501(c)(3) non-profit organization. The Coalition operates on a July to June fiscal year. GPBCH is registered as a charitable organization with the United Way of Greater Philadelphia and Southern New Jersey (#52988).

## Employer Members

AmeriGas  
Aqua America  
Arkema  
Ballard Spahr  
Board of Pensions of the Presbyterian Church (U.S.A.)\*  
Bucks County Community College  
Camden County  
Center City District  
Children's Hospital of Philadelphia  
Christiana Care Health System  
City of Philadelphia  
Clemens Food Group  
Comcast\*  
Day & Zimmermann  
Drexel University  
Einstein Health Network  
Essity  
F.A. Davis Company  
Herr Foods  
Independence Blue Cross  
Inframark  
Lincoln Financial Group  
Merck and Co.  
Multiple Sclerosis Association of America  
Philadelphia Freedom Valley YMCA  
Philadelphia Gas Works  
Pinnacle Foods  
Public Health Management Corporation  
QualTek USA  
Resources for Human Development  
School District of Philadelphia  
Southeastern Pennsylvania Transportation Authority  
State of Delaware  
Stern & Eisenberg  
Stradley Ronon Stevens & Young  
TD Bank  
Teva Pharmaceuticals  
Thomas Jefferson University and Hospitals  
Toll Brothers  
University of Delaware  
University of the Sciences  
Vanguard Group  
Virtua  
VWR International  
Wawa  
Woods Services  
YMCA of Delaware

## Affiliate Members

98point6  
Abbvie  
Accolade  
Aetna  
Amgen  
Archetype Solutions Group  
AREUFIT Health Services  
Boehringer Ingelheim  
CA Staubach & Associates  
Cancer Treatment Centers of America  
Caregiver Action Network  
Celgene  
Color Genomics  
Conduent  
Conner Strong & Buckelew  
Corporate Health Solutions  
Delaware Health Care Commission  
Delaware Valley Accountable Care Organization  
EyeMed Vision Care  
Family Food  
Gallagher  
Genentech  
Health Advocate  
Health Care Improvement Foundation  
HealthNEXT  
Healthshare Exchange of Southeastern Pennsylvania  
Homestead Strategic Holdings  
Independence Blue Cross  
Johnson & Johnson  
KELLY Benefit Strategies  
Kistler Tiffany Benefits  
MedWorks Consulting  
Mercer  
NueHealth  
Novo Nordisk  
NutriSavings  
Pfizer  
Rittenhouse Benefits  
Sanofi US  
Special Risk Insurance Services  
Tabula Rasa HealthCare  
Tandigm Health  
TFG Partners  
Trion  
VBID Health  
Willis Towers Watson

\*Premier Employer Member

## STAFF

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Jill Hutt, Vice President and Director of Member Services

Eric Croft, Director of Operations

Ray Fabius, MD, Consulting Medical Director

Martha Romney, RN, MPH, JD, Project Director

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