

The Alliance 2021 Fall Symposium & Annual Meeting

Thursday, September 16 | 9:00 am – 11:30 am CST



Introduction



Cheryl DeMars

President & CEO, The Alliance

Agenda

9:00 am Welcome and Opening Remarks
Cheryl DeMars, President & CEO, The Alliance

9:05 am *Employers Are in The Driver's Seat: Choose The Road to Better, More Affordable Health Care*
Suzanne F. Delbanco, Ph.D., Executive Director, Catalyst for Payment Reform

10:05 am Payment Reform: A Driver of Savings for Employers
Kyle Monroe, VP of Network Strategy & Value Measurement, The Alliance

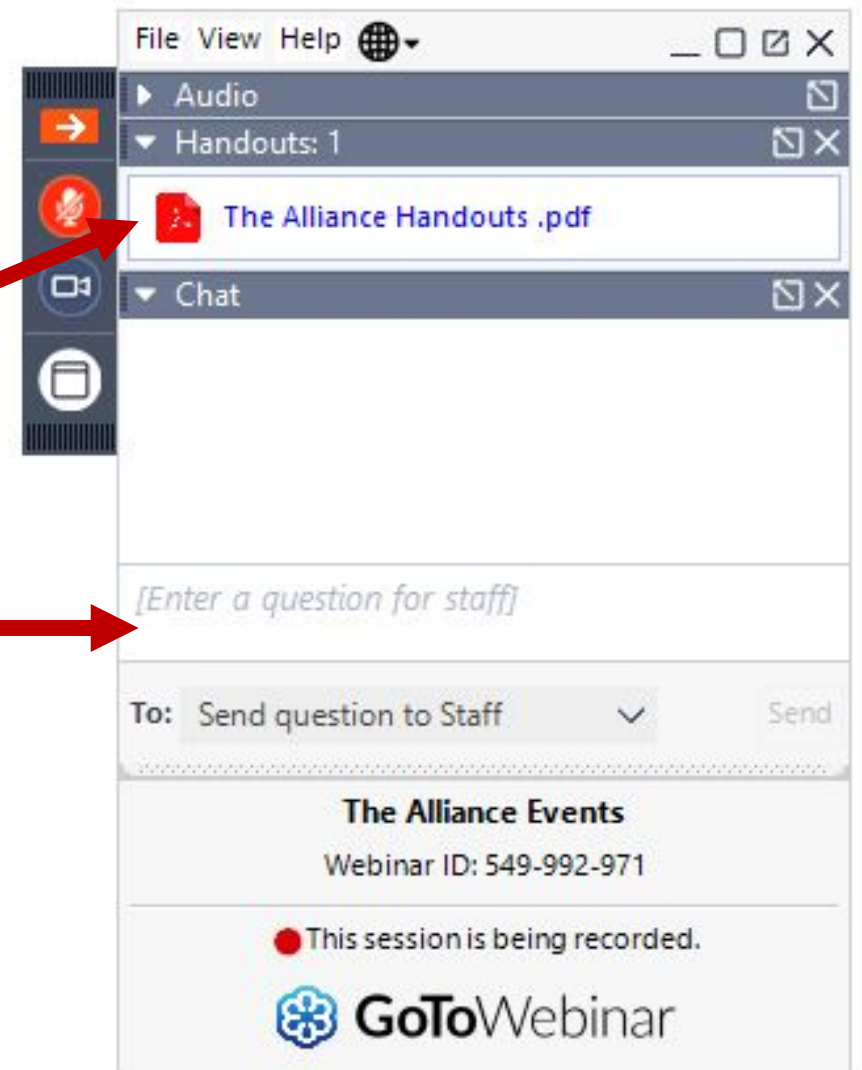
11:00 am Business Meeting
Diana Clark, Board Chair, The Alliance
Paul Meyer, COO, The Alliance

11:20 am Closing
Cheryl DeMars, President & CEO, The Alliance



Housekeeping

- You'll be muted during the webinar. When unmuted by the host, you'll gain control of your mute status by pressing the mute button below the hand icon.
- **To access and download the handouts**, you can do so by clicking on the “Handouts” dropdown.
- **To ask a question**, please use the chat feature.
- *If you have any issues during the webinar, please use the question box to communicate with the host.*



Thank You to Our Sponsors



Upcoming Event:



Health Policy Regulation Webinar for Employers

Thursday, October 14 | 9:00am – 10:45am

Keynote Speaker: John Barlament, Partner, Quarles & Brady

Business Meeting



Board Chair Presentation



Diana Clark

Board Chair, The Alliance
Benefits Manager, Promega

Approval of 2020 Minutes



New Members

- A.J. Manufacturing
- Accurate Controls, Inc.
- Advanced Dairy, LLC
- Advantage Plumbing & Heating, Inc
- Bedrock HC WI, LLC
- Bill's Distributing, Ltd.
- Bridgestone Management, LLC
- Capri Communities
- Citizens State Bank
- Community Blood Center, Inc.
- Cox Transfer Inc.
- Dashir Management Services, Inc.
- Empire Screen Printing, Inc
- Faulks Bros
- Heartland Farms, Inc
- Hometown Pharmacy
- Howards Grove School District
- Independent Pharmacy Cooperative
- Ki Mobility, LLC
- Lost Boys Interactive, LLC
- Merrill Steel
- Midwest Dental, Inc.
- Milwaukee Broach
- Miron Construction Co., Inc.
- Monroe County
- Morrow Memorial Home for the Aged, Inc
- Morton Industries LLC
- Neuman Pools, Inc
- OakLeaf Clinics, S.C.
- Pablo Management LLC.
- Piggly Wiggly Midwest, LLC
- Pitlik & Wick, Inc
- Prairie States Enterprises, Inc.
- Prevail Bank, Inc
- Productive Living Systems, Inc
- PUSH, Inc
- Robbins, Inc.
- Schilling Supply Company, Inc.
- Staab Construction Corporation
- Steiner Electric
- Taher, Inc
- Team Schierl Companies
- Tractor Central, LLC
- Value Implement
- WA Group
- Wieser Concrete Products, Inc.
- WS Machine & Tool, Inc
- Wysocki Family of Companies

Board of Directors



Richard Campbell
ABS Global



Diana Clark
Promega Corporation



Wendy Culver
Mead & Hunt



Jake Nolin
Rice Lake Weighing
Systems



Brad Olm
Gordon Flesch Company



Craig Parsons
Palmer Johnson



Kyle Reading
Spuncast, Inc.



Shirley Reif
Crest Foods Company

New Elected Board Members



Dan Ludwig
Brakebush Brothers, Inc.



John Stephens
WPS Health Solutions



Wendy Whitehead
Kwik Trip, Inc.

Treasurer's Report



Paul Meyer

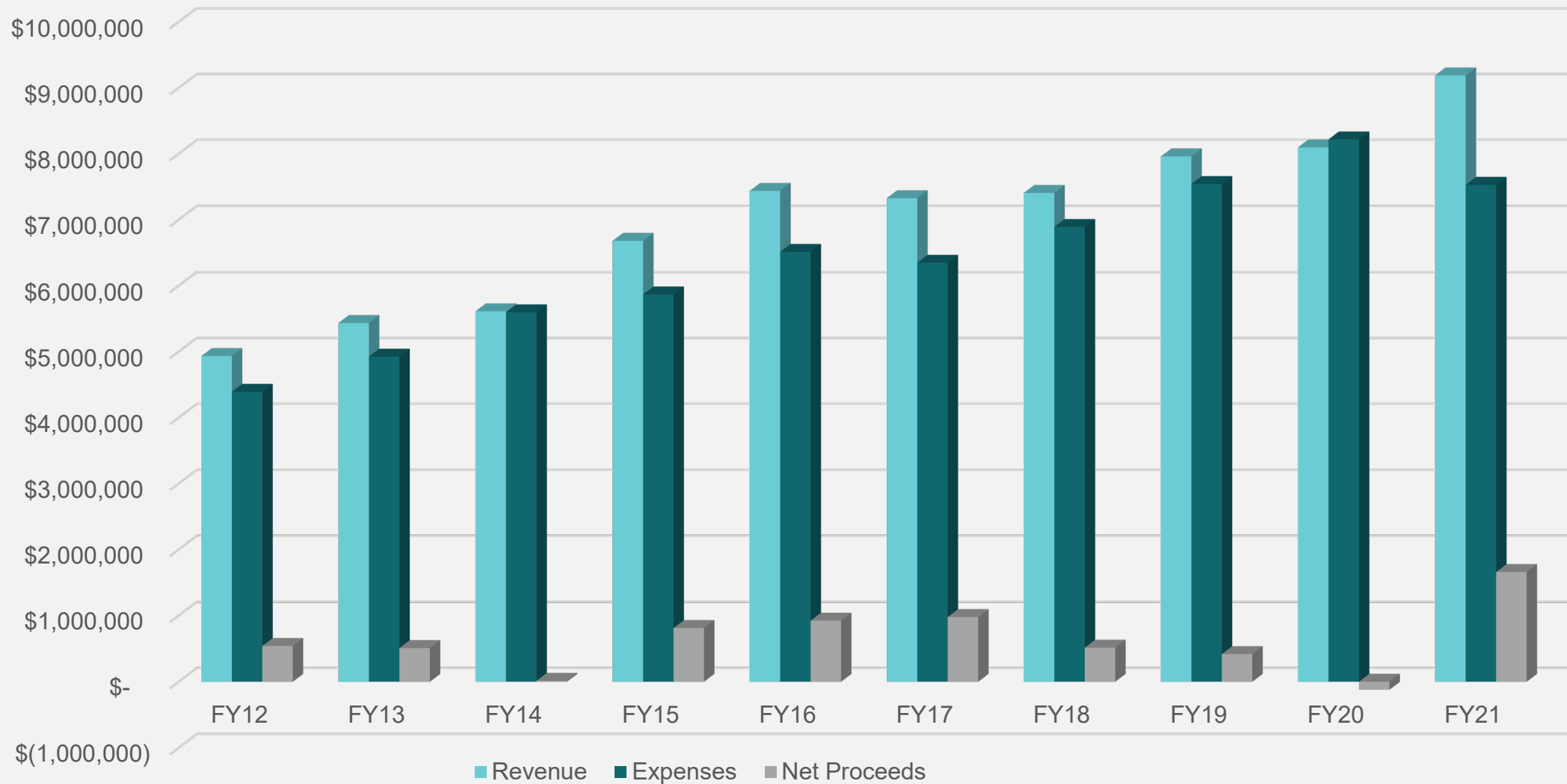
Alliance Board Treasurer & Chief
Operating Officer at The Alliance

The Alliance as a Cooperative

- Member companies own The Alliance
- Elect Board of Directors
- Profits distributed back to member companies
- Management attention focused on members; not external shareholders



Revenue & Expenses



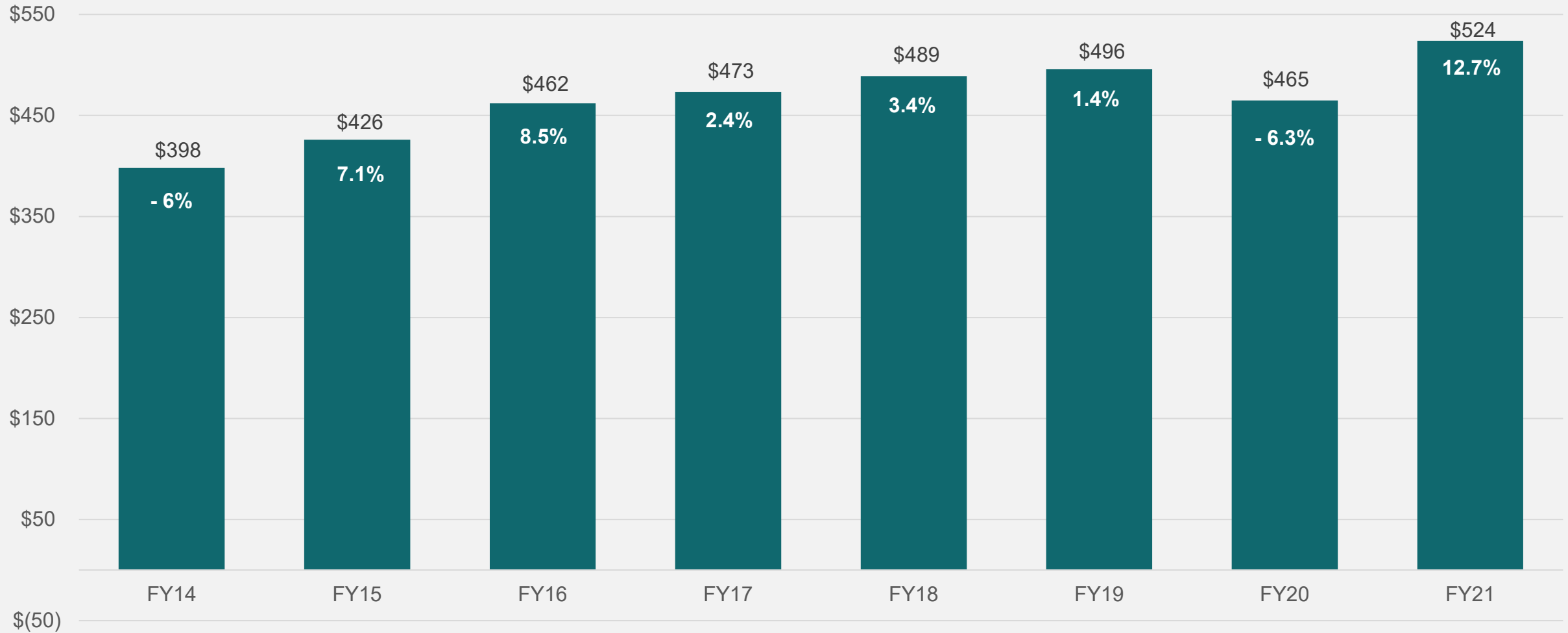
Financial Position



Importance in the Market



Health Care Cost Per Member per Month and % Change



What is the Price Change

Previous structure:

\$1 Per Employee Per Month and a 2.8% Capped Retainage fee

New structure:

\$8 Per Employee Per Month and a 1.9% Uncapped Retainage fee

Removing the cap allows our employers to share their responsibilities evenly within an equitable division of costs.

Price Change

Under the previous pricing structure, The Alliance's revenue was driven by:

- Higher Savings
- Higher Utilization

We are investing in and promoting strategies to lower costs, which ends up lowering our revenue. This is not sustainable long-term.

Board of Directors Involvement and Approval

CEO's Report



Cheryl DeMars

President and CEO at The Alliance

Recognition

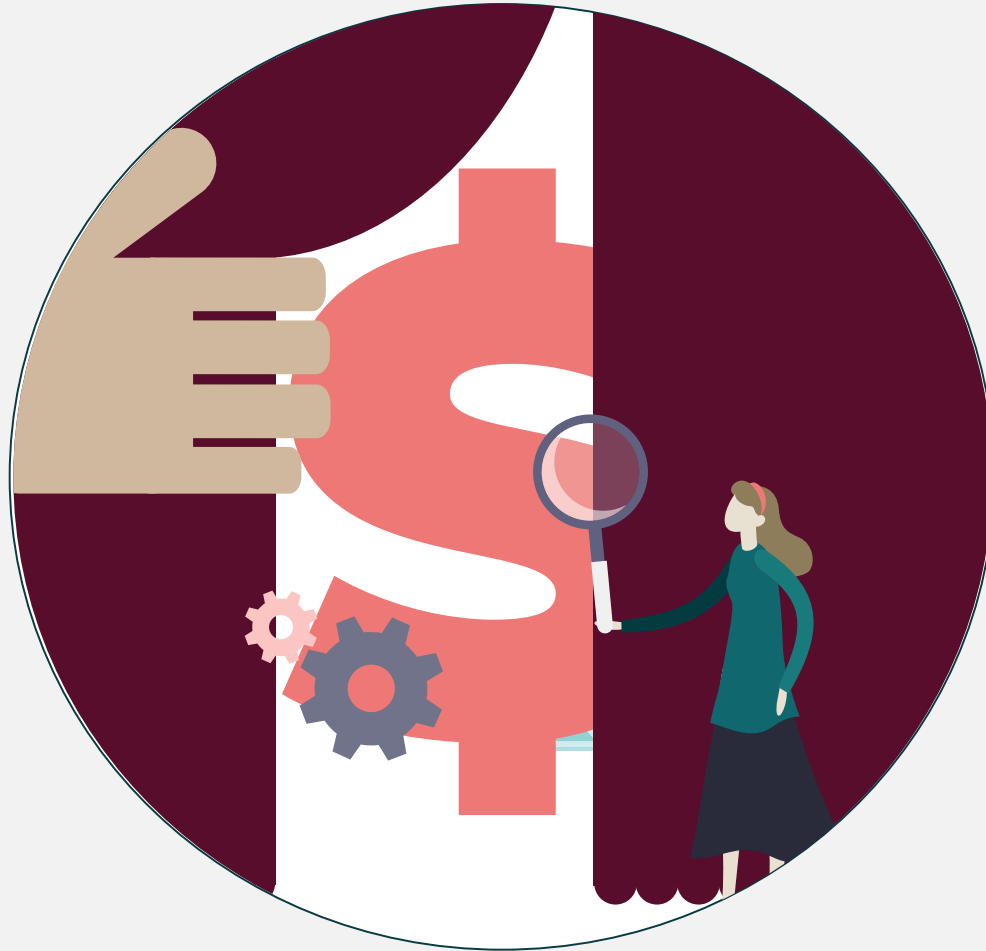
Retiring | June 2022

CONGRATS!



Paul Meyer

Real Progress on Health Care Transparency



RAND Hospital Price Transparency

The New York Times

Many Hospitals Charge Double or Even Triple What Medicare Would Pay



The Parkview Health System in Indiana had among the highest overall hospital prices compared to Medicare rates, according to a study of 25 states' hospital pricing. Tom Stratman For The New York Times

By Reed Abelson

May 9, 2019

f t e r b 616

Sunday, March 01, 2020 1:00 am

Insurer pushes Parkview on costs

Says charges too high, citing study hospital calls unfair

SHERRY SLATER | The Journal Gazette

Anthem is attempting to support a core goal of the RAND study by holding hospital systems accountable for their prices, which in turn will benefit our employees' mental and physical health and their financial wellness.

—Purdue Senior Director of Benefits

Boldness of Employers

Growing number of employers taking bold steps to control costs while ensuring good quality care for their employees

- Taking action on information that is available today
- Directing employees to doctors that do a good job and cost less



Innovative Providers

Growing number of innovative providers

- Great patient experience
- Lower prices
- Warranties



New Connections with Lawmakers

New health policy connections between employers and lawmakers. Over the past year alone, we've met with:

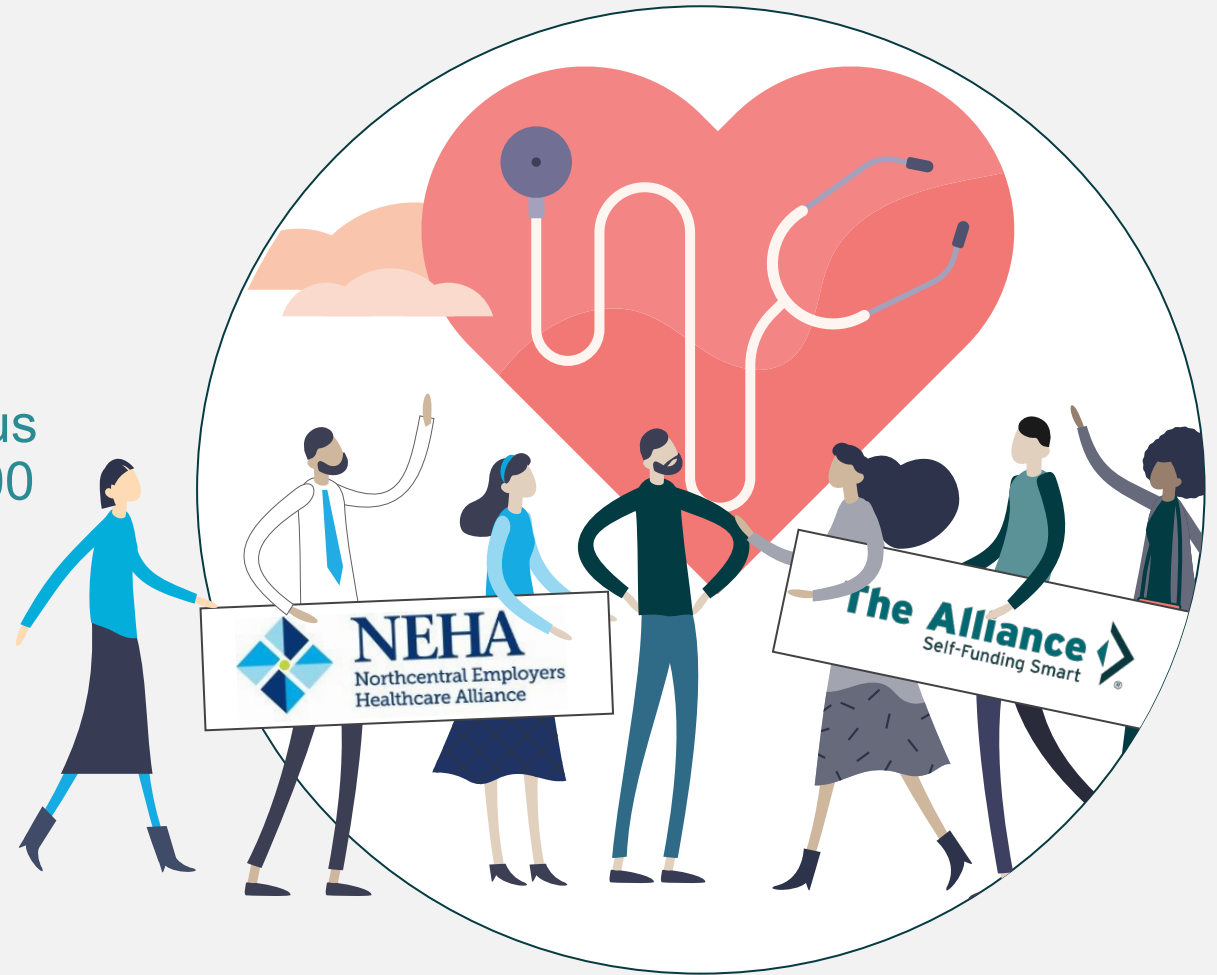
- Governor Evers' Office
- Speaker Vos' Office
- Majority Leader LeMahieu's Office
- JCF Co-Chair Born's Office
- JCF Co-Chair Marklein's Office
- State Senator Dale Kooyenga
- State Senator Jon Erpenbach
- State Rep. Evan Goyke
- State Senator Mary Felzkowski
- Senator Testin
- State Rep. Sanfelippo
- State Rep. Amy Loudenbeck's Office
- State Rep. Shannon Zimmerman's Office
- Congressman Gallagher's Office



Northcentral Employers Healthcare Alliance

Northcentral Employers Healthcare Alliance (NEHA) to unite with us.

- Formed in 1997, NEHA included 30 employers – some of which are with us today – and covered more than 38,000 covered lives.



The Alliance Staff



Thank You

✉ info@the-alliance.org 🔗 www.the-alliance.org



The Alliance 
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