



Annual Meeting

Annual Meeting

- Board Chair Report
- Treasurer's Report
- Future Plans





Board Chair Report



Diana Clark

Benefits Manager



Board Chair



Approval of 2022 Minutes



New Members in Fiscal Year 2023

50

NEW MEMBERS

1. Agrace Hospicecare, Inc.
2. Air Pro Fan and Blower Company
3. Amerilux International
4. Anova Furnishings
5. Assured Partners, Inc.
6. Badger Utility Holdings, LLC
7. Brooks Tractor, Inc.
8. Catalyst Exhibits
9. Cedar Corporation
10. Chippewa Falls Area Unified School District
11. Citizens Community Federal Bank
12. Citizens First Bank
13. Clasen Quality Chocolate, Inc.
14. Collins Plumbing, Inc.
15. Cousins Submarines, Inc.
16. Crossmark Graphics
17. Custom Extrusions, LLC
18. Dahl Automotive Holdings, LLC
19. Dairy State Bancorp
20. DeWitt LLP
21. Essco, Inc.
22. FiberPro, Inc.
23. Freeport Regional Health Care Foundation
24. Halron Lubricants, Inc.
25. Hamm Brothers Excavating, Inc.
26. Indianhead Medical Center
27. Lakeview Specialty Hospital & Rehab
28. LaSallian Educational and Research Initiatives
29. Loos Machine & Automation
30. Macco's Floor Covering Center, Inc.
31. Nasonville Dairy
32. Optimum Therapies
33. Oregon Living & Rehab Center
34. Orthopaedic Centers of Wisconsin, S.C.
35. Precision Plus
36. Price County
37. Riteway Bus Services, Inc.
38. Royall School District*
39. Russ Darrow Automotive Group
40. Schneider Heating and Air Conditioning, Inc.
41. School District of New Lisbon*
42. Sixteenth Street Community Health Centers
43. Southside Tire
44. Sparta Area School District*
45. USEMCO
46. UW Credit Union
47. Vista Care America, Inc.
48. Vulcan Global Manufacturing
49. Waterford Union High School
50. Watertronics, LLC

* Part of the WCA Group Health Trust

New Members added since June 1, 2023

24

SINCE JUNE 1

1. Head Start Child & Family Development Center, Inc.
2. Nate's Landscaping & Snow Removal
3. Pioneer Transportation, LTD
4. Adams Electric, Inc.
5. Alternatives in Psychological Consultation, S.C.
6. Bonsack Trucking
7. City of Westby
8. Hansen's IGA, Inc.
9. Harvest Home Assisted Living
10. Houston Dental Clinic
11. Jack's Maintenance Service, Inc.
12. Michaels Truck Equipment, Inc.
13. PS Seasoning & Spices, Inc.
14. S & S Distributing, Inc.
15. Union Grove Piggly Wiggly
16. City of Augusta
17. Great Lakes Testing, Inc.
18. JRM & Associates LLC
19. Sprung Heating, Cooling & Plumbing
20. Amusement Devices, Inc.
21. County of Buffalo
22. Eastcastle Place
23. Merrill Sheet Metal
24. Truenorth Auto Group, Inc.



Board Election Results



Dan Ludwig

Director of Benefits and Safety
Brakebush Brothers, Inc.

RE-ELECTED
3 YEAR TERM



Pam Peterson

Senior V.P. and Chief People
Officer, UW Credit Union

ELECTED
3 YEAR TERM



Moira Klos

Chief People Officer,
WPS Health Solutions

ELECTED
FILL VACANT SEAT

Board Recognition



Craig Parsons

Chief Executive Officer
Palmer Johnson Enterprises

Board of Directors

Board Chair



Diana Clark
Benefits Manager - HR
Promega Corporation

Vice Chair



Jake Nolin
VP of Human Resources
Rice Lake Weighing Systems



Jim Beier
Chief Financial Officer
Fall River Group



Richard Campbell
Head of Human Resources
ABS Global



Dan Ludwig
Director of Benefits and Safety
Brakebush Brothers, Inc.



Brad Olm
VP of Shared Services
Gordon Flesch Company, Inc.



Craig Parsons
Chief Executive Officer
Palmer Johnson Enterprises



Kyle Reading
President, Spuncast



Mike Tomsyck
VP - Finance & Fleet Operations
at Kolbe & Kolbe Millwork Co.

Treasurer's Report



Treasurer

Doug Benzine

Vice President, Finance & Operations

The Alliance 
Self-Funding Smart [®]

The Alliance as a Cooperative

Employer-Members own
The Alliance

Elect Board of Directors

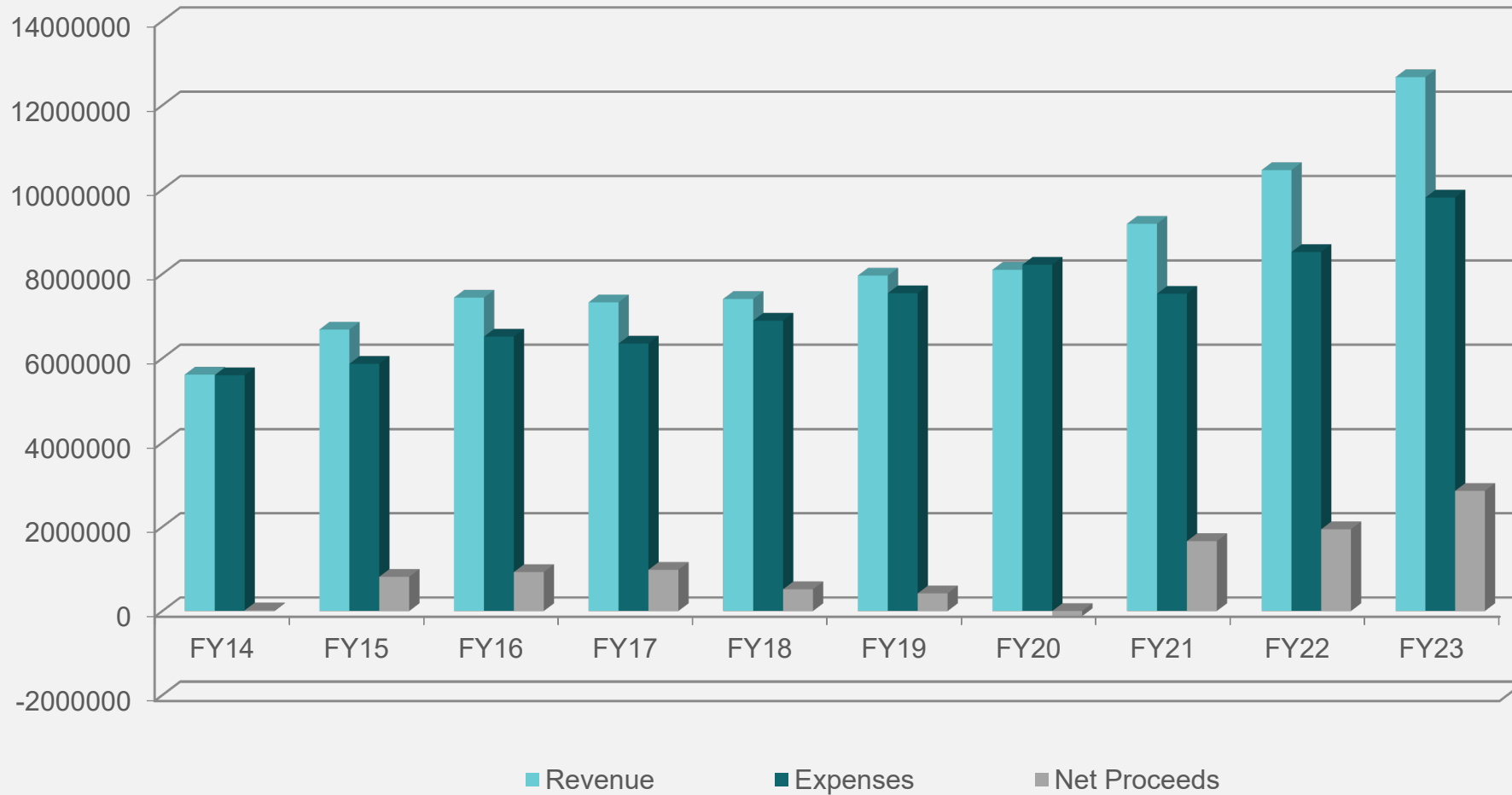
Profits distributed back
to member companies

Management's attention is focused on
members - not external shareholders

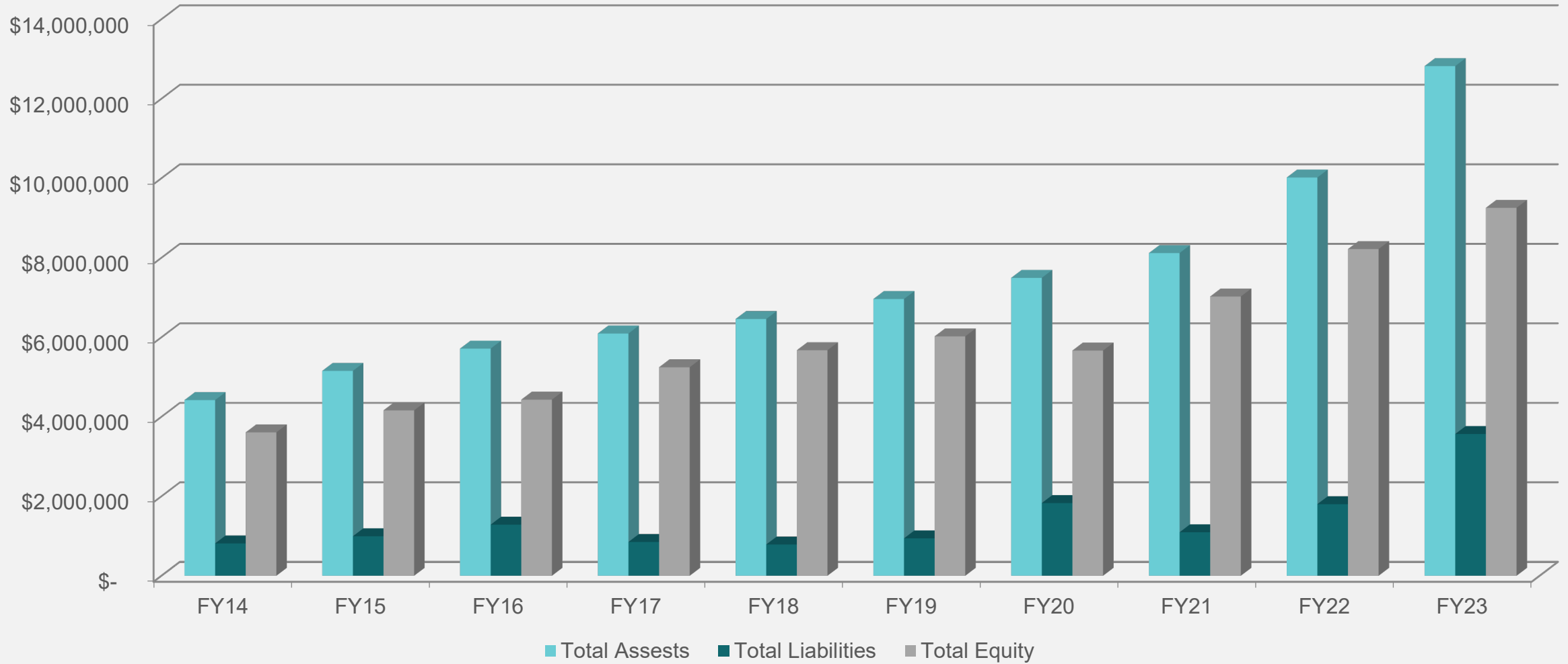
The Alliance
Self-Funding Smart



Revenue & Expenses



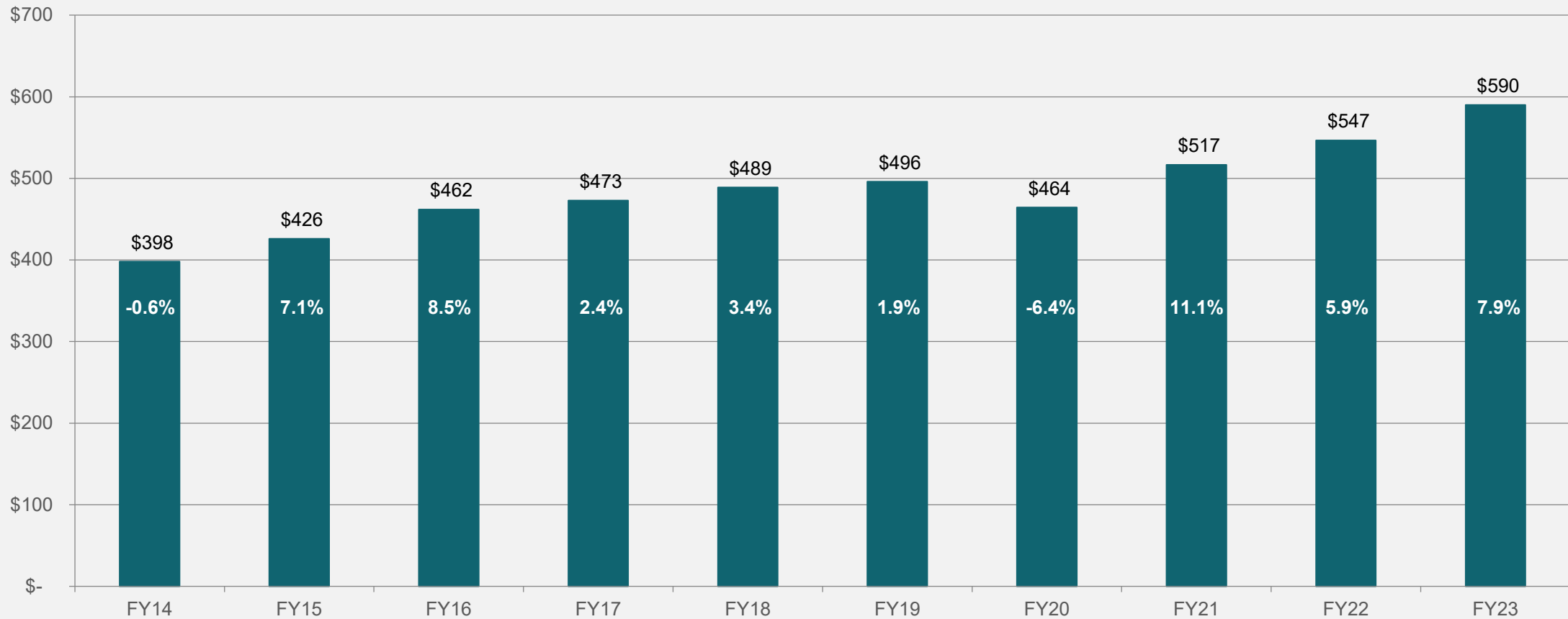
Financial Position



Importance in the Market

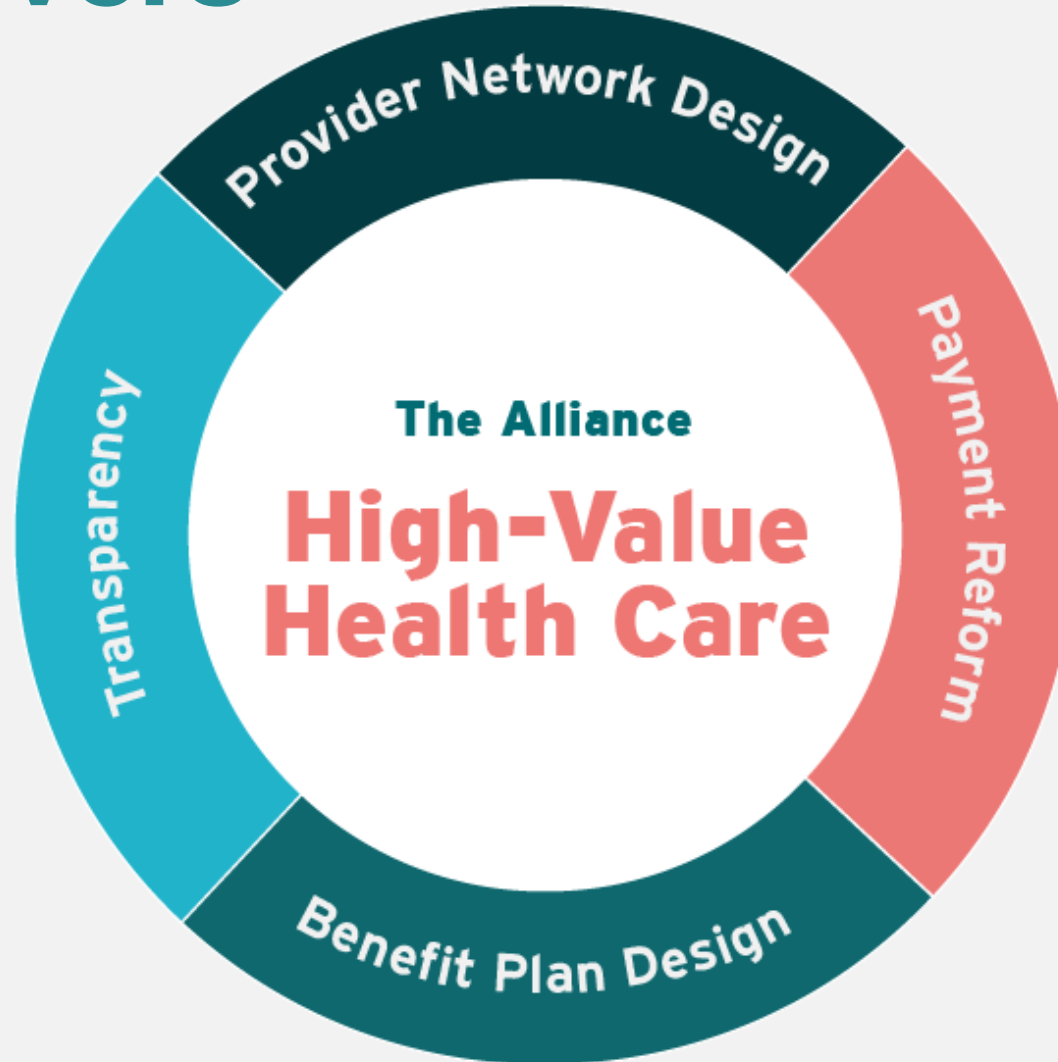


Health Care Cost Per Member Per Month and % Change

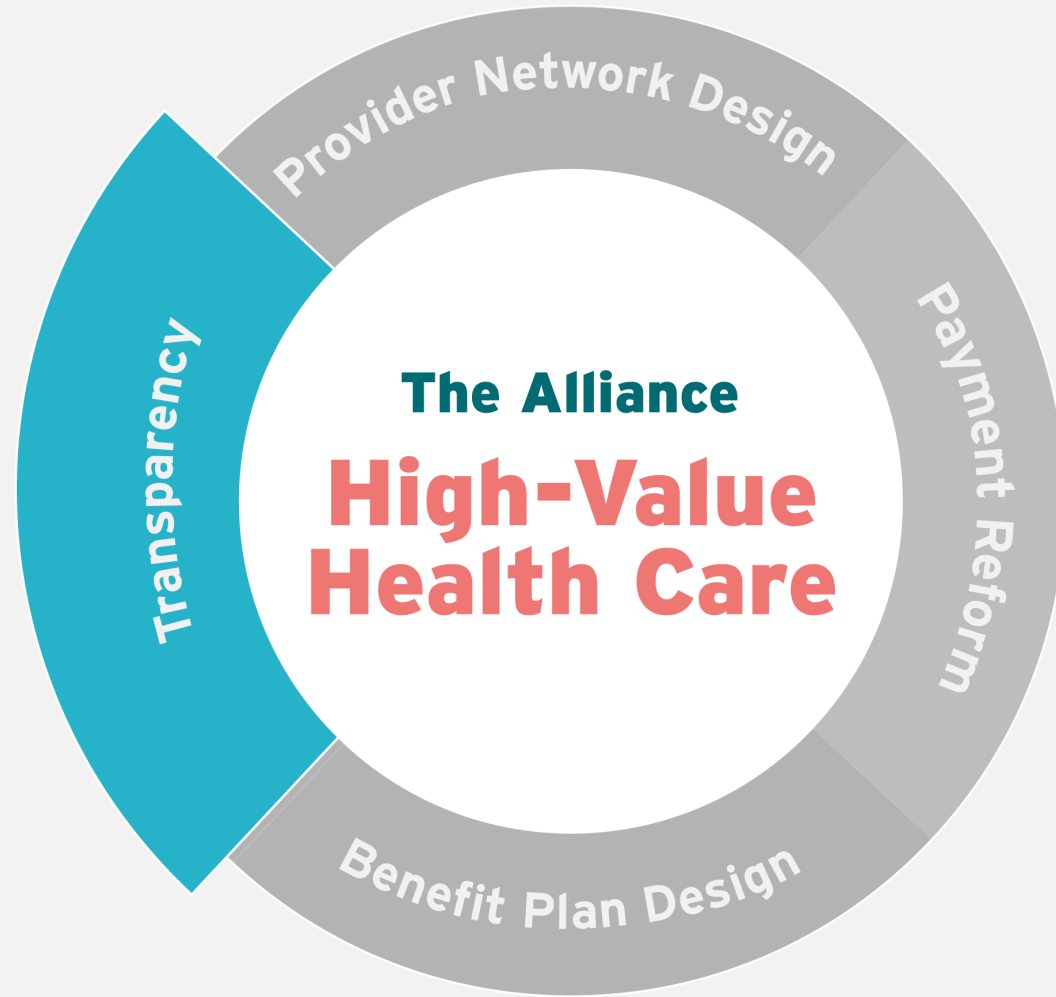


CEO's Report

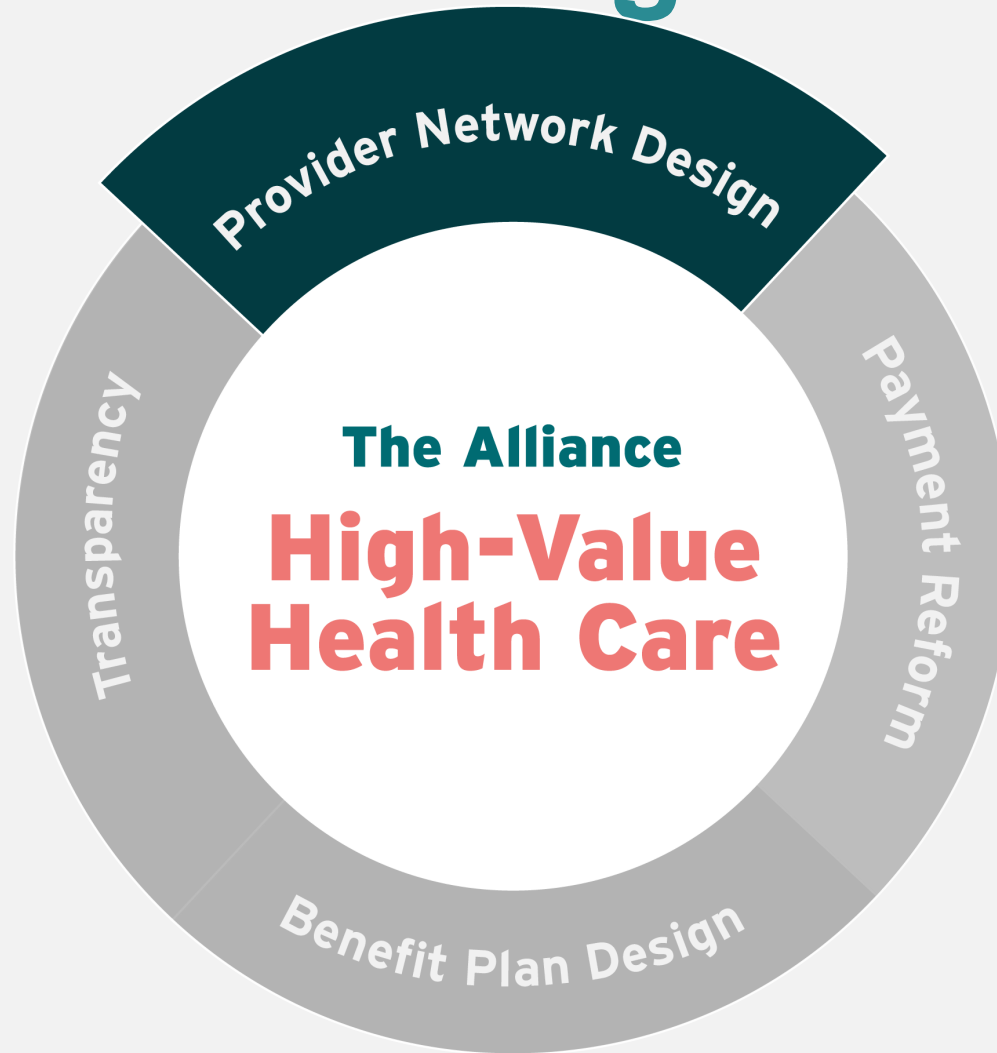
Four Core Drivers of High-Value Health Care



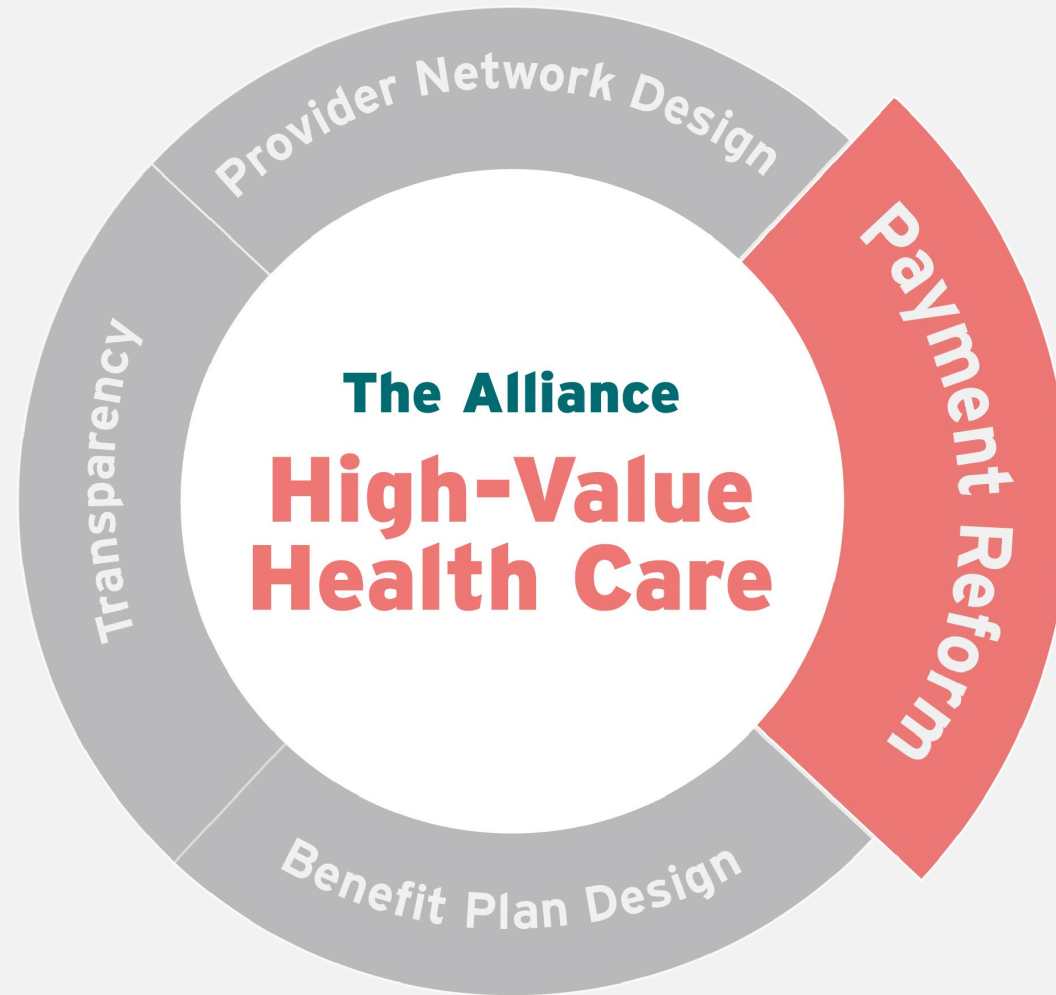
Transparency



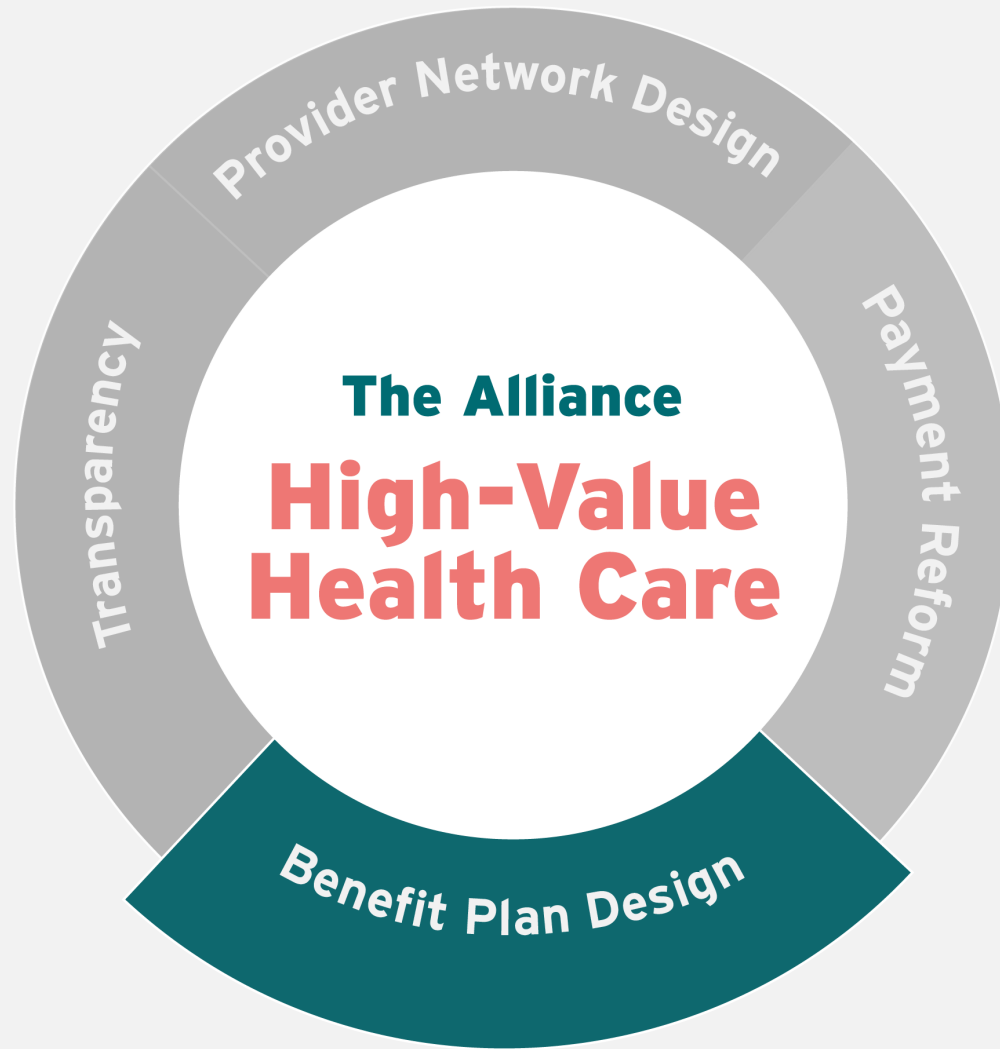
Provider Network Design



Payment Reform



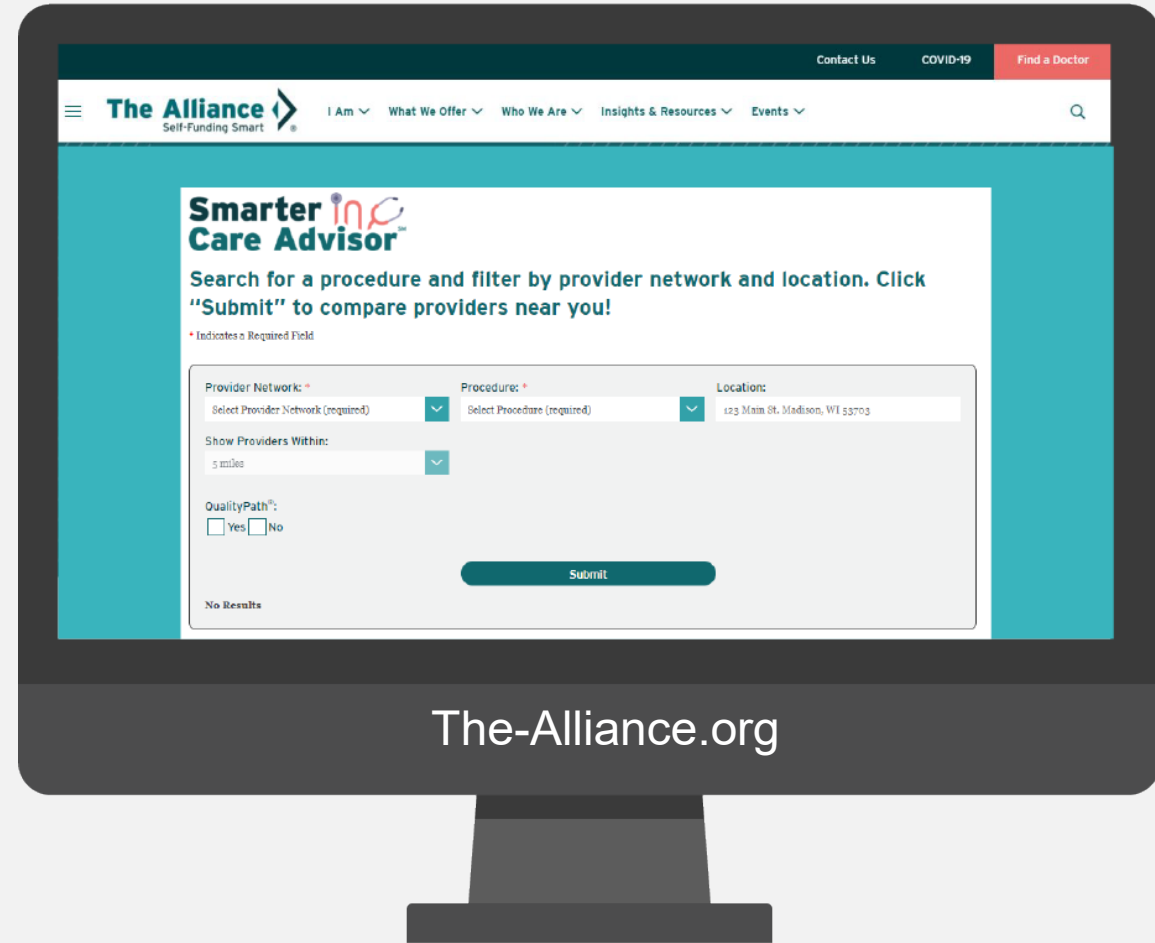
Benefit Plan Design



Smart Care Advisor



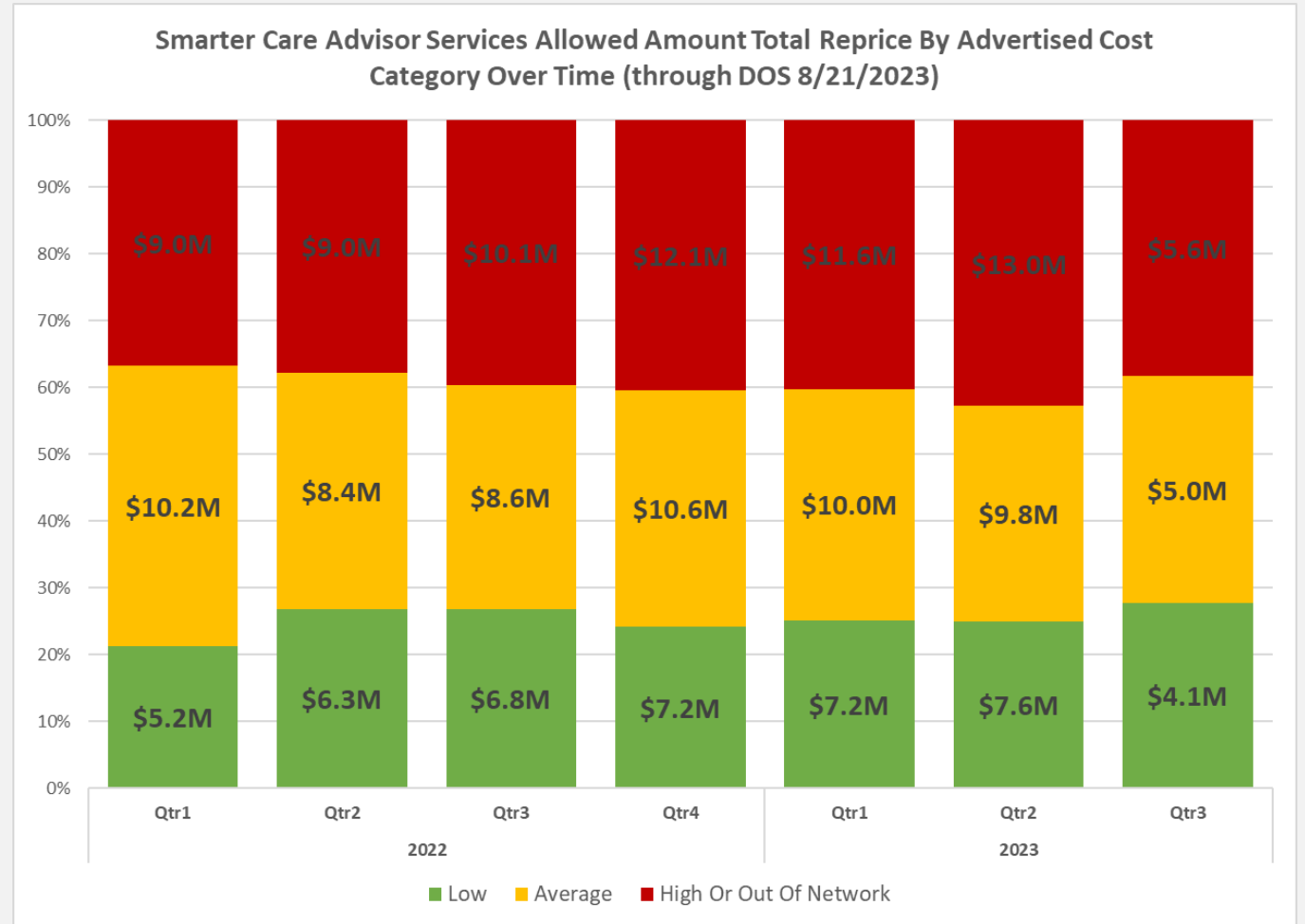
- ❑ Helps members select low-cost providers for steerable services
- ❑ Public since 2021



Smarter Care Advisor



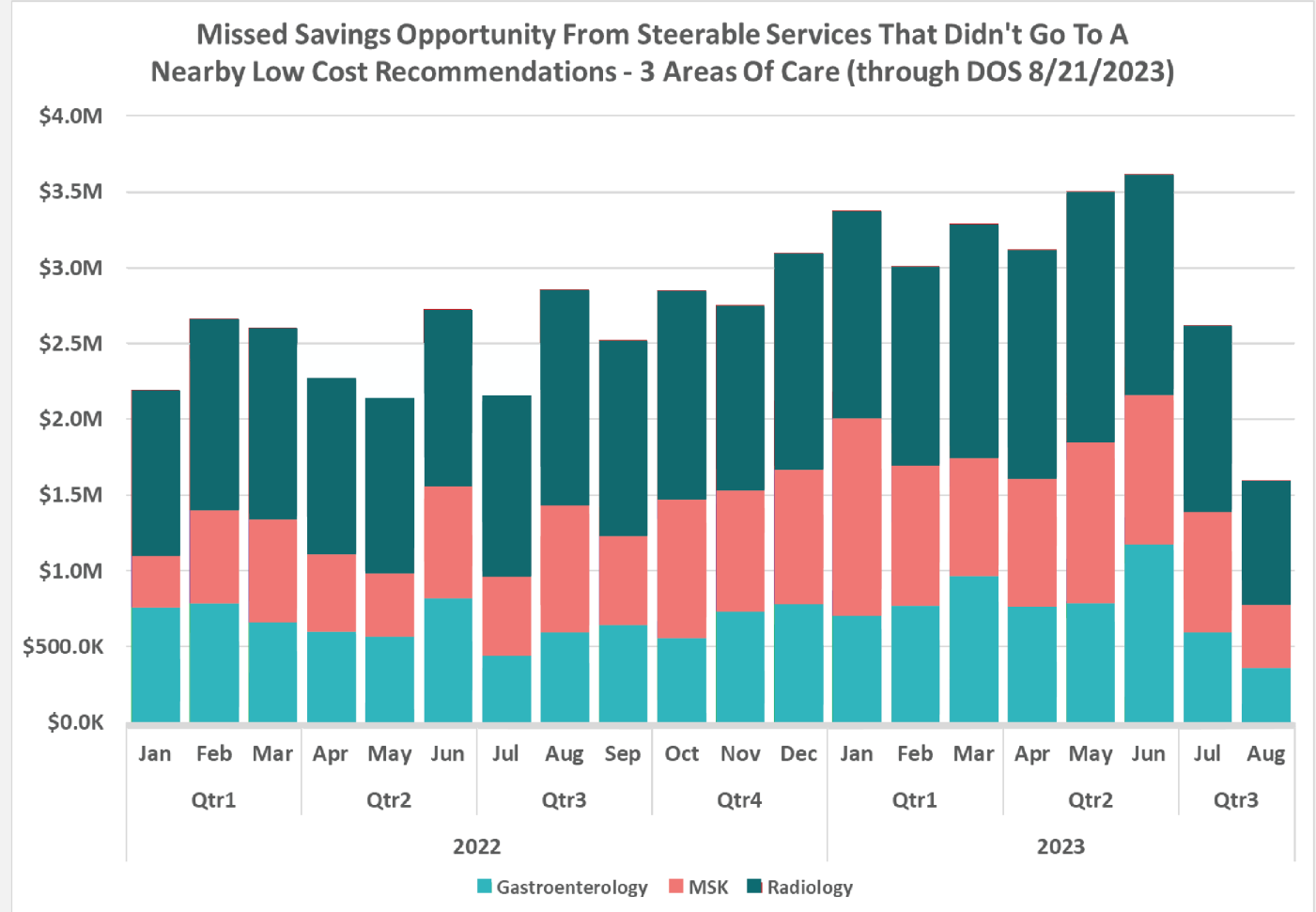
- ❑ Network usage of low-cost providers remains low.
- ❑ 25% of total usage.



Smarter Care Advisor – Missed Savings



- We pay an extra \$3 Million per month
- Reporting available for your company!



Our Theories

Why Isn't Care Moving More Rapidly to Preferred Value Providers?



What The Alliance is Doing

Challenge:

Lack of awareness by consumers

Solution:

- Develop Tools
- Raise Awareness



What The Alliance is Doing

Challenge:

Not sure how to shop for care

Solution:

- Care navigation /Find A Doc tool
- Personalized
- 800-line staffed by live operators
- Multi-year endeavor



What The Alliance is Doing

Challenge:

Health Systems refer in-house vs to best value

Solution:

- ❑ Grow network of independent primary care clinicians
- ❑ Share information to make high-value referrals
- ❑ Promote care navigation, once available



What's at Stake

If we don't make faster progress...

- Employees pay more
- Companies pay more
- Preferred value providers won't succeed
- Status quo is unacceptable



Call to Action

- Promote preferred value providers to consumers
 - Ongoing Communication
 - Incentives
- Share your ideas and experience
- Provide input on care navigation resource



Breakout Session

**Beyond the Basics:
Take Your Health Benefits
to the Next Level**

Moderator

Melina Kambitsi, Ph.D.

Senior Vice President, Business
Development and Strategic Marketing



Panelists



Sara Hames
Principal



Drew Leatherberry
President, Principal Advisor



Taylor Orton
Vice President, Employee Benefits



2023 Fall Symposium

Tuesday, October 24 | 9:30am – 4:15pm



Agenda

Awards Ceremony



Networking Break



Keynote Speaker



Ford Koles

Vice President and National Spokesperson





Healthcare Transformation Awards



Recipient

Cynthia Fisher

Founder and Chairman



**PATIENT RIGHTS
ADVOCATE.ORG**



Healthcare Transformation Award



**PATIENT RIGHTS
ADVOCATE.ORG**

[Video](#)



Healthcare Transformation Awards



Recipient

Drew Leatherberry

President, Principal Advisor



AVERGENT®



Healthcare Transformation Award



AVERGENT®

[Video](#)



Healthcare Transformation Awards

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National Cooperative 

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 **MH IMAGING**
KNOW YOUR INNER HEALTH

Q & A

TEXT

608-571-3690



Exciting News!

Upcoming Events

Wednesday, November 15, 2023 | Webinar

Save the Date

**Mental Health
Parity & Addiction
Equity Act:
What You Need
to Know**



Wednesday, April 10, 2024 | Monona Terrace

Save the Date

In-person Event

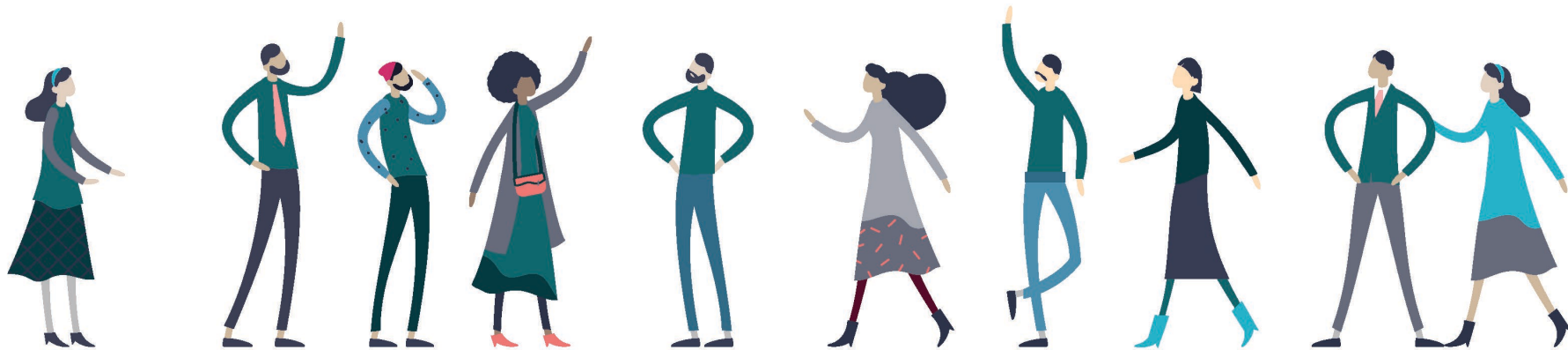
**2024 Spring
Symposium**



Thank You

✉ events@the-alliance.org

🔗 www.the-alliance.org



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