



# 2017

## ANNUAL REPORT



**NORTHEAST**  
BUSINESS GROUP ON HEALTH

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CBS Corporation

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EY

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NBA

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EmblemHealth

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Senior Manager, Global Benefits  
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EVP  
USI Insurance Services

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# To Our Members

If you're reading this at our 2017 Annual Membership Meeting, welcome! We're thrilled you're here with us and cordially invite you to catch up with fellow NEBGH members during the social part of today's event.

But if you're not, don't worry. You'll have plenty of opportunities to network with fellow members in the months to come – it's a key benefit of NEBGH membership!

I like to say that we're a "small but mighty" team here at NEBGH and the last 12 months have been the busiest and most productive ever. We've accomplished a great deal and our hope is that you – our valued members – have reaped the rewards in terms of new knowledge, new ideas and new friends. Planning is well underway for 2018 but we're always looking for suggestions, so let us know what you're thinking. Because really – it IS all about YOU!

Some of you know me well, but many of you don't; during the last four years as COO here at NEBGH, I've been working a lot behind the scenes. My background prior to NEBGH includes reorganizing a large federally qualified health center in South Los Angeles as COO, senior management roles at Dun & Bradstreet and Thomson Financial (now Thomson Reuters), COO roles at two Internet startups and general management roles at several Wall Street firms. I've lived and worked in Manhattan for most of my career and grew up in Buffalo. I'm looking forward to the challenge of my new role as Interim CEO – and getting to know all of you much better.

Together, as a NEBGH community, we can make a real difference in improving employee population health and moving the healthcare delivery system toward providing more value for everyone. Or as our NEBGH mission says: Empowering our members to drive excellence in health and achieve the highest value in healthcare delivery and the consumer experience.

Here are some highlights of what we've been up to this year. On behalf of me, the hard-working team at NEBGH and our terrific board of directors, a big thank you to each and every one of you for your support and friendship!

Sincerely,

A handwritten signature in black ink, appearing to read 'Candice Sherman', with a long, sweeping horizontal line extending to the right.

Candice Sherman  
Interim CEO

# June 12, 2017 Annual Health & Wellness Benefits Conference



- ◆ Sold out! Overflow crowd of 333 — and we've reserved bigger space for next year's conference. **Save the date: June 14, 2018!**
- ◆ Nearly 100 employer attendees — a 50% jump from previous years.
- ◆ Rave reviews — employers appreciated the “inside look” at how drugs are priced and paid for, what physicians really know about how the system works, how deals get done between health plans and hospitals, and common mistakes employers make — to name just a few of the Conference topics.





# 2017 Education and Training

Infertility Innovators

High Performing  
Healthcare

Healthcare Reform

Wellness

Mental Health

PBM Contracting

Advanced Primary Care

Prescription Drug Misuse

Valued-Based Insurance  
Design

Second Opinions

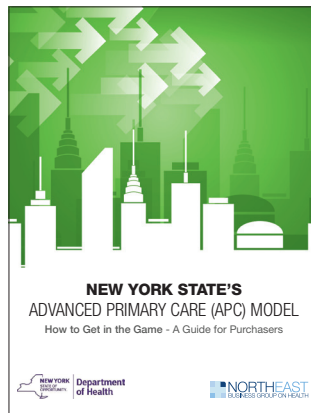
Specialty Rx

...and more!



## Promoting Advanced Primary Care

- ◆ We're playing a critical role in New York State's "State Innovation Model" project designed to develop and implement Advanced Primary Care (APC) as the foundation for better population health. Through a federal grant, primary care practices are now eligible for dollars to support transformation via technology, care coordination, extended hours and other enhancements, and will need to demonstrate improvements in quality and patient experience in order to qualify for reimbursement under the APC model.
- ◆ NEBGH, together with the NYS Department of Health, is leading implementation in New York City, which requires that multiple health plans align on core measures and reimbursement methodology, and that plans and purchasers support APC. NEBGH is also playing the role of convener for plans and purchasers in Capital District/Hudson Valley.
- ◆ NEBGH was chosen for this role as a result of our success over the years in bringing together multiple payers, purchasers and other healthcare stakeholders in pursuit of common goals. So thank you — our participation in this effort is a result of the trust you've placed in us!



## Maternity Measures that Empower Women

- ◆ We're collecting data on hospitals in New York City and Long Island, and building a consumer-friendly desktop/mobile website so women can find and compare data — like C-section rates, episiotomy rates and breastfeeding friendliness — for hospitals at which they might give birth.
- ◆ Support comes via a grant from New York State Health Foundation.
- ◆ We'll be launching the website soon, so stay tuned!
- ◆ In addition to targeting employee populations, we're partnering with local community organizations to make sure the website fits the needs of low-income women including those receiving Medicaid. We're thrilled to have the opportunity to give back to our community in this way!

**ExpectNY:** HOSPITALS IN NYC  
AND LONG ISLAND  
Where You Give Birth Matters



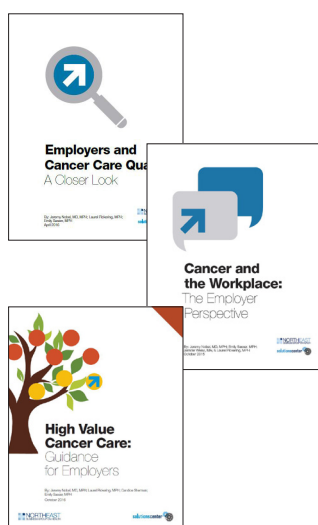
## Reducing C-sections

- ◆ C-section rates are too high in our region, increasing risks and costs.
- ◆ We're collaborating with a major hospital system, two large purchasers and multiple health plans to test what interventions and changes to reimbursement could bring down the C-section rate for non-high risk deliveries.
- ◆ Support comes via a small matching grant from the Arnold Foundation.
- ◆ We'd like to work with other hospitals in our region - stay tuned!





# Guidance for Supporting Employees with Cancer



NEBGH has produced three guides designed to help employers understand and implement high-value approaches to cancer care. In 2017, the cancer patient journey is our focus.



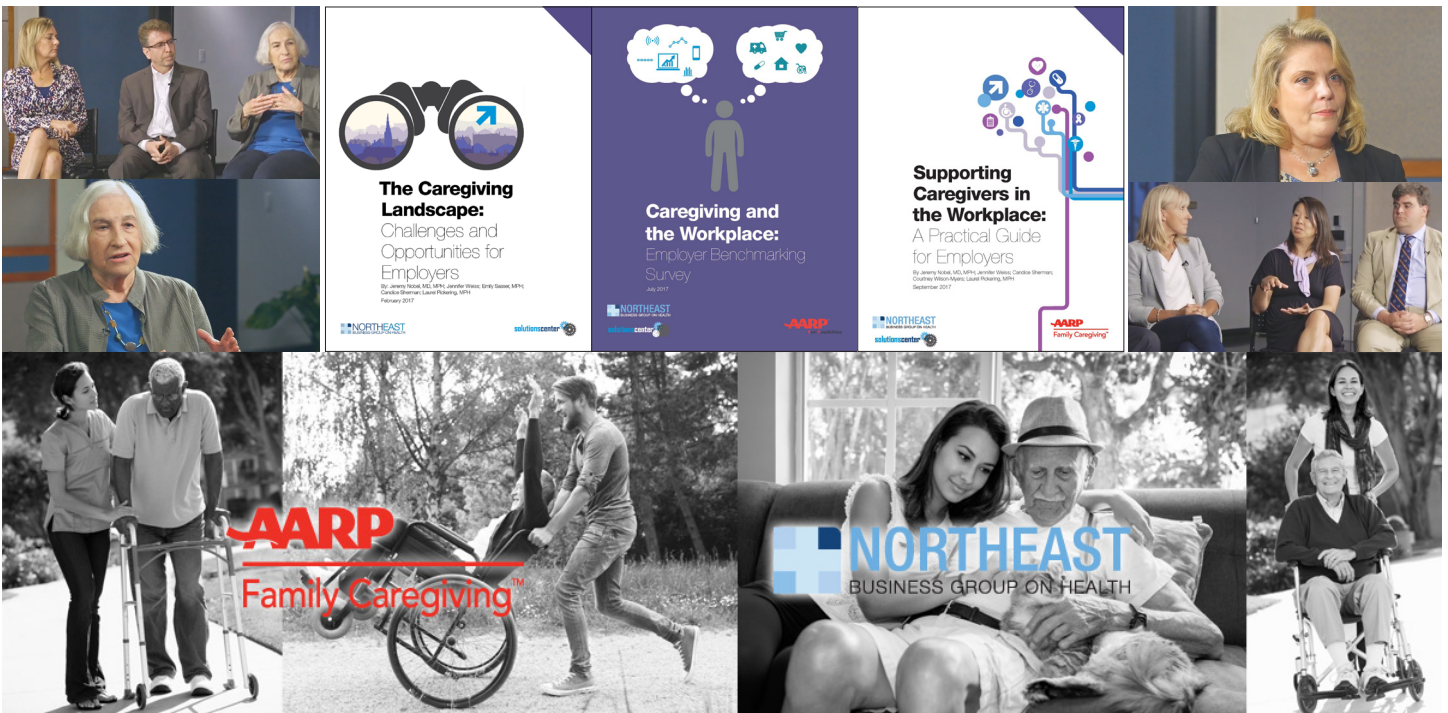
Watch for the release of our new employer playbook and video series, with guidance from experts, patients and benefits professionals on the clinical, emotional/social, and benefits navigation aspects of the patient journey.



This year's work also included a consulting project for Pfizer, in which we helped the organization plan better coordination of care and assistance among multiple vendors for employees facing a cancer diagnosis.

# Recognizing Caregivers in the Workplace

- ◆ One in six employees is caring for an ill or elderly family member, and employers are increasingly aware of the toll this takes.
- ◆ This fall, NEBGH released an employer toolkit on family caregiving that includes results of a benchmarking survey, an employer guide, employer and employee fact sheets, and a video series featuring caregivers and benefits professionals.
- ◆ AARP funded this project and is incorporating our work into its own robust set of caregiving tools, information and resources.
- ◆ Check out our dedicated caregiving site at [www.nebgh.org/caregiving!](http://www.nebgh.org/caregiving!)



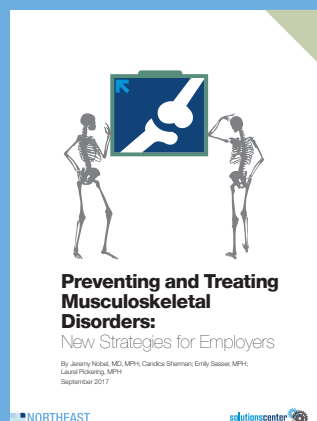
## .... And That's Not All!

We've told you about some of this year's highlights, but we've accomplished even more.

Other NEBGH activities include — but are not limited to:

- ◆ Exploring new approaches to **reining in specialty pharmacy costs**
- ◆ Investigating ways to **expand network access to psychiatrists**
- ◆ Highlighting innovative workplace approaches to **musculoskeletal disorders**
- ◆ **Bringing employers and health plans together** in user groups and a Health Plan Showcase
- ◆ Streamlining and customizing **eValue8 health plan evaluation** data to increase the value to employers
- ◆ Promoting the **Leapfrog Hospital Survey** and Hospital Safety Grades
- ◆ Introducing a new roundtable series for **corporate medical directors** and expanding the **senior benefits leaders roundtables** in NYC and NJ

**eValue8**  
HEALTH CARE



THE LEAPFROG GROUP

## 2016 Financials (audited)

|   |                    |
|---|--------------------|
| <b>Support &amp; Revenue</b>                | <b>\$2,529,955</b> |
| Membership Dues                             | \$876,636          |
| Grants and Contributions                    | \$1,144,861        |
| Conferences                                 | \$504,190          |
| Interest Income                             | \$4,268            |
| <b>Expenses</b>                             | <b>\$2,431,683</b> |
| Program Services                            | \$2,019,718        |
| Management & General Expenses               | \$394,127          |
| Fundraising Expenses                        | \$17,838           |
| <b>Change in Net Assets</b>                 | <b>\$98,272</b>    |
| Net Assets — Unrestricted beginning of year | \$441,070          |
| Net Assets — Unrestricted end of year       | \$539,342          |

## 2017 Members

|   |  |
|---|--|
| 1199SEIU Funds  | Collective Health                            |
| 2nd.MD  | Comcast/NBCUniversal                         |
| Abacus Health Solutions                               | Con Edison                                   |
| AbbVie Inc.   | ConnectYourCare                              |
| AbleTo Inc.   | ConSova                                      |
| Advance Medical, Inc.                                 | ConsumerMedical                              |
| Aetna   | Corning Incorporated                         |
| Affiliated Physicians                                 | Credit Suisse                                |
| Amalgamated Life Insurance Company                    | Crossover Health                             |
| American Corporate Benefits, Inc.                     | Curtiss-Wright Corporation                   |
| American Express Company                              | Deloitte                                     |
| Anthem BlueCross BlueShield                           | Delta Dental of New Jersey                   |
| Aon Hewitt  | Deutsche Bank                                |
| Apothecary  | EHE International                            |
| Artemis Health  | EmblemHealth                                 |
| Atlantic Health System                                | EmpiRx Health                                |
| Balance Integration Corporation                       | Epstein Becker & Green, PC                   |
| Barclays  | Ernst & Young                                |
| BASF  | Estee Lauder Companies                       |
| Bayer   | Evive Health                                 |
| Beacon Health Options                                 | Genentech Inc.                               |
| Benefit Recovery Group                                | Genomic Health                               |
| Best Doctors, Inc.                                    | Gold Health Strategies, Inc.                 |
| Bloomberg L.P.  | Goldman Sachs Group, Inc.                    |
| Boehringer Ingelheim                                  | Grand Rounds                                 |
| Brown Brothers Harriman                               | H&D Physical Therapy                         |
| bswift  | Hackensack Meridian Health                   |
| Building Service 32BJ Benefit Funds                   | Harvard Health Publications                  |
| Businessolver   | Hays Companies                               |
| Cancer Care Inc.                                      | Health Advocate                              |
| Cancer Treatment Centers of America                   | Healthix                                     |
| CareATC, Inc.   | HealthKick                                   |
| Castle Connolly Medical, LTD.                         | HealthPass New York                          |
| Castlight Health                                      | Healthy Business Group LLC                   |
| CBS Corporation                                       | Hearst                                       |
| Chanel  | Horizon Blue Cross Blue Shield of New Jersey |
| Church Pension Group - Episcopal Church Medical Trust | Hospital for Special Surgery                 |
| Cigna   | Hunter Douglas                               |
| Citi  | IEEE   |
| Cleary Benefits Group Inc.                            | Imagine Health                               |
| Colgate-Palmolive Company                             | Interleukin Genetics Inc.                    |



IPRO  
 John Wiley and Sons, Inc.  
 Johnson & Johnson  
 JPMorgan Chase & Company  
 Kaiser Permanente  
 KKR  
 L3 Technologies, Inc.  
 Labor Health Alliance  
 Latham & Watkins  
 Limeade  
 Livongo  
 Local 99 Health & Welfare Fund  
 Loews Corporation  
 LTP Equity  
 MagnaCare (now called Brighton Health Plan Solutions)  
 Marsh & McLennan Companies, Inc. (MMC)  
 Massachusetts General Hospital  
 Medtronic  
 Medworks  
 Memorial Sloan Kettering Cancer Center  
 meQuilibrium  
 Mercer Health & Benefits  
 Merck & Company, Inc.  
 MetLife  
 Milliman USA, Inc.  
 Montefiore Medical Center  
 Mount Sinai Health System  
 MSCI Inc.  
 National Grid  
 Navitus Health Solutions  
 NBA  
 Nestle Health Science  
 New Jersey Manufacturers Insurance Group  
 New York Academy of Medicine  
 New York City Office of Labor Relations  
 New York City Transit Authority  
 New York Hotel Trades Council  
 New York Public Library  
 News Corp  
 Northwell Health  
 Novo Nordisk  
 NutriSavings  
 NYU Langone Medical Center  
 Omada Health  
 Omnicom Media Group  
 One Medical Group  
 Orexigen  
 Oscar Insurance Corporation  
 Pacific Resources Benefits Advisors, LLC  
 Pacira Pharmaceuticals  
 PepsiCo  
 Pfizer Inc.  
 PinnacleCare  
 Pitney Bowes, Inc.  
 Princeton University  
 Progyny  
 Protocol Driven Healthcare, Inc.  
 Prudential  
 PwC  
 QuadMed, LLC  
 Qualcare Inc.  
 Quest Diagnostics  
 Regional Cancer Care Associates LLC  
 RWJBarnabas Health  
 Sanofi US  
 Sharecare  
 Skadden, Arps, Slate, Meagher & Flom LLP  
 Steelcase  
 Suffolk County PBA Benefit Fund  
 Teva  
 The Actors Fund  
 The Health Enhancement Company  
 The Vitality Group  
 Thomson Reuters  
 TIAA  
 Time Warner Inc.  
 Total Package Partners, Inc.  
 TrestleTree, LLC  
 Trividia Health  
 Truveris  
 UFCW National Health and Welfare Fund  
 UnitedHealthcare  
 USI Insurance Services  
 Verizon  
 Viacom  
 Virgin Pulse  
 Visiting Nurse Service of New York  
 Walgreens  
 WebMD Health Services  
 Weight Watchers  
 Willis Towers Watson  
 WINFertility, Inc.  
 WPP Group USA, Inc.

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