

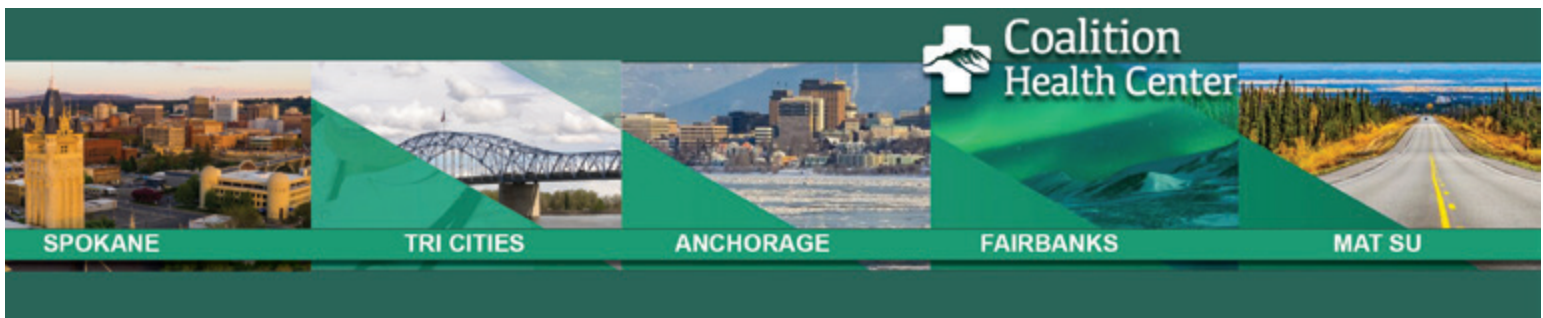
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Proven Health Care Cost Reduction Through Strength in Numbers

TWO CHCs TO OPEN IN EASTERN WASHINGTON



More choice. More convenience. More cost savings. PHC member plans in Eastern Washington are about to get even more of all three with the opening of two new Coalition Health Centers in Spokane and the Tri-Cities area. This brings the total number of CHCs to five.

“Member plans with participants in Washington state have been urging us to open CHCs there and we are thrilled to do just that,” said Bonnie Payson, PHC executive director. “We know from experience that the CHCs are one of our most popular and well-utilized services. Tens of thousands of patients have received care at the Alaska CHCs, and utilization is growing.”

The two Washington CHCs will be managed by Marathon Health. Licensed, highly qualified physicians, physician assistants and other health care providers will deliver services ranging from urgent and primary care to radiology and

laboratory services. They will be able to prescribe medications and make referrals when necessary.

“We have heard from our member plan whose participants are experiencing wait times of up to eight months to establish care with a primary care provider. We are excited to offer easy access to personal, high-quality, low-cost care at the new CHCs in Eastern Washington to individuals and families who are participants of our member plans,” said Bonnie.

“Because the cost of a CHC visit is typically less than the local average for primary-care visits, the CHCs offer real cost-savings for our member plans and their plan participants,” Bonnie said. “There is no additional per-member access fee to utilize the clinics; plans simply need to update their Participation Agreement with the Coalition. We hope to see all of our Eastern Washington member plans at the ribbon-cutting ceremonies in early 2025.”

Learn more about the CHCs:

- On the PHC website: <https://phcoalition.org/programs/coalition-health-centers/>
- Download the program description: <https://phcoalition.org/wp-content/uploads/2023/02/Coalition-Health-Centers.pdf>

The addition of two new Coalition Health Centers in Eastern Washington brings the total to five.

Spokane

Address TBD

Tri-Cities

Address TBD

Anchorage

701 East Tudor Road, Suite 120,
Anchorage
907.264.1370

Fairbanks

570 Riverstone Way, Unit 3
907.450.3300

Mat-Su

1700 East Bogard Road, Bldg. A,
Suite 103, Wasilla, AK 99654
907.206.4601 ☐

LIKE WHAT PHC IS DOING FOR YOUR PLAN? TELL OTHER PLANS!



“There is strength in numbers and for the Pacific Health Coalition to grow stronger, we want to increase the number of member plans,” said Bonnie Payson, executive director. “Growing our membership is part of our Strategic Plan and we are taking a deliberate approach to recruiting plans that will expand our geographic footprint, deepen our diversity and add weight to our ability to negotiate beneficial contracts with service providers.”

Some prospects reach out to Bonnie and Member Representatives Pat Shier (Alaska) and Jeff Owen (Washington) on their own, drawn by the Coalition’s growing reputation for providing high quality and cost-effective services. But even more important—and fruitful—are referrals from current member plans.

“If you like what we’re doing, spread the word,” is Bonnie’s call to action.

Once a referral has been made, Bonnie, Pat and Jeff follow up with in-person and online meetings; four of them to date in 2024, and meetings scheduled with another six plans by the end of the year. “We like to spend time with prospects and their plan consultants to understand their needs and review a comparative analysis to demonstrate the savings opportunities of the PHC membership,” Bonnie said. “We emphasize that each member plan retains its own plan design and all professional relationships currently serving their plan.”

There is no minimum size for member plans, but they must self-fund their benefit plans. And while members do not have to be Taft-Hartley trust funds—the PHC also welcomes multi-employer and single employer plans, public sector, and government entities—they must support the labor movement. “If a plan or employer is anti-union, we are not interested in partnering with them” Bonnie said.

The PHC has a compelling story to tell: Millions of dollars saved thanks to master contracts negotiated by the Coalition that deliver better pricing than member plans would be able to achieve on their own. (See list, page 4.) Every member group selects the products that work best for their plan, and the best part, according to Bonnie, is that the majority of the contracts are designed with tier-based pricing. “When the membership using a particular product reaches the next tier, the price goes down for everyone using it. It truly is a win-win.”

If you have a referral to make, please contact:

Bonnie Payson, 702.460.4134,
bonnie.payson@phcoalition.org

Pat Shier, 907.321.3323,
pat.shier@phcoalition.org

Jeff Owen,
jeff.owen@phcoalition.org
info@phcoalition.org □

How We Find and Vet New Vendors

We are in the business of helping our member plans deliver healthcare services that, number one, meet the needs of their plan participants, and number two, are both high-quality and cost-effective. To find those ideal vendors, we cast a wide net and take a very careful look at prospective vendors.

While some vendors approach us directly, the more reliable way we learn about prospective vendors is through a referral by a PHC member plan or their consultant. Member plans and their plan professionals play a vital role when assessing new vendors. If you are having success with a vendor, experiencing savings and good service, it is highly likely that our other member plans would see similar value. Likewise, if your plan has an unmet need and we can assist through negotiating a master contract to maximize cost savings, please tell me.

Since January, I have met with 17 prospective vendors. Those conversations always begin with the questions: Why do the PHC member plans need your service? What value will it bring? If we

like the answers to those questions, we do our own internal research. We do some basic online research and more importantly, talk with a prospect's own client base and other professionals. Once we are satisfied, we ask our consultants at Parker Smith and Feek to start a more formal vetting process. If everything aligns, and we decide to move forward, the prospective vendors make presentations to the Executive Board, which decides how to proceed.

Right now, we are in active discussions with five prospective vendors, and two vendors are in the vetting process. Keep reading this newsletter and the PHC website (phcoalition.org) to learn the latest about new services and providers.

And, if you want to refer one of your vendors to the Coalition, please do. There is always room on my calendar to talk.

/s/ Bonnie
702.460.4134 ☐



CALENDAR

COALITION HEALTH FAIRS

September – October

Health Fair dates and locations are posted on coalitionhealthfair.org.

INTERNATIONAL FOUNDATION OF EMPLOYEE BENEFITS PLANS (IFEBP) - 70TH ANNUAL EMPLOYEE BENEFITS CONFERENCE

November 10-13, 2024

San Diego, California

The PHC/National CooperativeRx Reception –
November 10, 2024,
1:00–4:00 p.m.

Horton Grand Hotel

PHC QUARTERLY BOARD MEETING:

November 20, 2024

Laborers Local 341 Hall,
Anchorage, Alaska ☐



111 West 16th Avenue, Suite 203
Anchorage, AK 99501

READ ABOUT TWO CHCs TO OPEN IN EASTERN WASHINGTON, P. 1.

Since 1994, the Pacific Health Coalition (aka HCCMCA) has been helping member health plans control health care costs by negotiating better pricing on health benefits and services than these same plans could achieve on their own. Currently, there are more than 50 health plans participating throughout the United States.

The Pacific Health Coalition Programs



The services offered by the Pacific Health Coalition to its member plans are selected, negotiated and designed to achieve the best price and value for labor. For more information on these services, click on the links below, contact info@phcoalition.org or call (702) 460-4134.

- [Annual Health Fairs](#)
- [Coalition Health Centers](#)
- Dental Care (Delta Dental)
- [Dialysis Cost Containment](#) (Renalogic)
- [Disease Management](#) (Optum)
- Joint Claims Administration (Aetna)
- Oncology Care (Transcarent)
- [Pharmacy Benefits Management](#) (National Cooperative Rx/CVS Caremark)
- [PPO Contracts](#)
 - Alaska Regional Hospital
 - [Geneva Woods Birthing Center](#)
 - Inpatient and Outpatient Services
 - [Aetna Nationwide Provider Network](#)
- [PPO Contracts](#) (cont'd)
 - [Orthopedic PPO](#)
 - [Physical Therapy PPO](#)
 - [Surgery Benefit Program](#) (Transcarent)
 - Virtual Physical Therapy (Transcarent)
 - [Vision Care](#) (VSP)