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Health Care Reform Address Keynotes Business Health Care Group's Annual Meeting; 10th Anniversary Marked; Results Shared

MILWAUKEE – September 25, 2013 – An audience of nearly 200 employers, health care providers, brokers, consultants, strategic partners and other stakeholders helped the Business Health Care Group (BHCG) (www.businesshealthcaregroup.org) celebrate its 10th anniversary and conduct its annual meeting. With the theme, *Riding The Wave Together – 10 Years*, the celebration was held on September 25 at The Peck Welcome Center at the Milwaukee County Zoo. In addition to outlining its accomplishments and strategies, the BHCG recognized its top distributors and presented its second *Driving Meaningful Change Award* to John Toussaint, M. D. Speakers included a keynote address by James A. Klein, president of the American Benefits Council, Richard Meeusen, president and CEO of Badger Meter and Dianne Kiehl, BHCG's executive director.

The BHCG making an impact; positioning itself to meet future needs

Kiehl shared the positive cost trends over the past seven years; its major initiatives in the past year and highlighted BHCG's value proposition. Cost results shared by Kiehl, demonstrating the BHCG continues to outperform the market, included:

- The BHCG saved self-funded employer members \$773 million over the past seven years compared with market trend.
- BHCG self-funded member employers' costs, in aggregate, averaged only a 1.6 percent increase annually over the last seven years (calculated prior to benefit application to eliminate the impact of benefit design changes), compared with 8-10 percent annually for the southeast Wisconsin market.
- A Milliman analysis concluded annual commercial premium costs for BHCG member employers in the most recent year of data available (2011) were 11 percent below the southeast Wisconsin market, four percent below the Midwest average and six percent below the national average.

“The BHCG continues to outperform the southeast Wisconsin market as a whole as it relates to health care costs. How did we get there? The answer is – together. Ten years ago our (employer member) CEOs realized that employers needed to unite as purchasers and that we couldn’t accomplish our mission on our own. That is still true today. We have been successfully riding the wave together – employers, consumers, providers, brokers and consultants, Humana and our strategic partners – for ten years,” remarked Kiehl.

Klein shared an insider’s perspective on the legislative outlook for health care reform amid the country’s fiscal challenges, strategic questions employers should be asking and how employers can capitalize on health care reform opportunities.

The BHCG honors Dr. John Toussaint with *Driving Meaningful Change Award* and recognizes partners in success

The BHCG’s second *Driving Meaningful Change Award* was presented to Dr. John Toussaint, founder of the Thedacare Center for Healthcare Value, for his many years of leadership and commitment to transform health care in our State. Toussaint was instrumental in the creation of the Wisconsin Collaborative for Healthcare Quality, the Wisconsin Health Information Organization and the Statewide Value Committee. A noted author, speaker and teacher, Toussaint is nationally recognized in bringing lean manufacturing principles to health care delivery to create value and promote the principles of health care value through delivery reform, transparency and payment reform.

Kiehl presented awards to three BHCG sales distributors. The Horton Group and May’s Insurance received awards for placing the most membership lives with the BHCG in 2012 and the most cases placed with the BHCG in 2012, respectively. The Metropolitan Milwaukee Association of Commerce received the award for having the most groups join the BHCG through a sponsoring organization in 2012.

NOTE: Slides from all the presenters will be available at <http://businesshealthcaregroup.org/past-summary-events.html> by Friday, September 27.

About the Business Health Care Group:

The Business Health Care Group is a membership organization of nearly 1,200 employers in the 11-county region of southeast Wisconsin. The BHCG and its members share the common goals of moving the health care market through innovative action and partnering for effective change. Visit www.businesshealthcaregroup.org to learn more.

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