



Business Health Care Group

*Driving Meaningful Change*



## **Should an Employer-Sponsored Clinic Be Part of Your Benefits Strategy?**

### **Presentations by:**

Larry Boress  
Executive Director  
*National Association of Worksite Health Centers*

James Ladwig  
County Executive  
*Racine County*

John Neuberger  
Director of Client Partnerships  
*QuadGraphics*

Judy Melaro Gavigan  
Director, Business Relations  
*Wheaton Franciscan Healthcare*

Michael La Penna  
Principal  
*The LaPenna Group*

James Sheeran  
Director, Corporate Benefits  
*MillerCoors, LLC*

Mary Eleanor Wickersham  
Assistant Professor of Public Affairs  
*College of Coastal Georgia*

Paul Prickett  
Director, Global HR  
*Briggs & Stratton*

Sherri Samuels-Fuerst  
Director – Compensation & Benefits  
*Sargento Foods*

**Sponsored by the Business Health Care Group (BHCG)  
&  
National Association of Worksite Health Centers (NAWHC)**

**September 11, 2013, 8:00 a.m. – 12:30 p.m.  
Briggs & Stratton Auditorium  
Executive Summary**

**An Introduction to NAWHC and Employer-Sponsored Onsite Clinics** ([Click here](#) to review slides)

Larry Boress, executive director of NAWHC, provided background information about NAWHC and an overview of employer-sponsored onsite clinics. Among the topics covered concerning employer-sponsored onsite clinics were:

- Their history
- Survey data depicting their prevalence in the marketplace
- Key questions to address in developing them
- Survey data exploring objectives employers have for their creation
- Different management models
- Services offered and staffing models
- Keys to their successful utilization
- How to measure ROI
- Integrating them with occupational health, worksite wellness, chronic disease management and other group health benefit offerings

**Building a Successful Onsite Health Center in a Tight Financial Period** ([Click here](#) to review slides)

John Neuberger, director of client partnerships at QuadGraphics shared his company's onsite clinic experience and how it might help other employers considering a similar strategy. Among the topics covered were:

- Why QuadGraphics is in the health care business
- The onsite services offered in their clinics
- Major features of their onsite clinics
- The onsite economics
- Factors to consider and pitfalls to avoid for a successful implementation
- Where resistance will come from within, and outside, your organization

**The Legal, Tax and Affordable Care Act Issues Impacting Onsite Health Centers**

Attorney Michael La Penna, principal of the La Penna Group, provided insights on legal factors to consider in implementing an onsite clinic strategy, including:

- Understanding the legal issues related to providing workplace clinical services
- Discussion of possible impacts of the Affordable Care Act
- Health plan considerations, including plans with a Health Savings Account
- Contractual issues related to engaging a vendor or provider group to manage your clinic

**An Early Analysis of the Growing Phenomenon of Local Government-Operated Worksite Health Clinics** ([Click here](#) to review slides)

Mary Eleanor Wickersham, assistant professor of public affairs at the College of Coastal Georgia, shared information about the growing utilization of onsite clinics by governmental entities, including:

- Health care benefits offered by the government sector via the private sector

- Their prevalence in governmental entities, including demographic and utilization statistics
- Direct and indirect savings, including measuring ROI considerations
- Their future in the governmental sector

**Benefits of Partnering with a Healthcare Provider** ([Click here](#) to review slides)

James Ladwig, county executive of Racine County and Judy Melaro Gavigan, director of business relations, at Wheaton Franciscan Healthcare shared their experience with a model of an employer contracting with a local health care system to operate and manage worksite clinics.

Information included:

- Deciding factors for Racine County to adopt a worksite clinic strategy and to contract with an local health care system to manage it
- Services offered and the integration with wellness initiatives
- Considerations for the contractual arrangement between Racine County and Wheaton Franciscan Healthcare
- Benefits of contracting with a local health care provider
- Cost savings results

**Onsite Health & Wellness Center Overview** ([Click here](#) to review slides)

Sherri Samuels-Fuerst, director – compensation and benefits at Sargento Foods shared information about their onsite health and wellness centers, including:

- The integration of their onsite centers and their wellness initiatives
- Services and staffing provided via a contractual relationship with Prevea Health and other independent entities
- Charges to employees for various clinic services