



THE HOSPITAL & HEALTHSYSTEM ASSOCIATION OF PENNSYLVANIA

HAP Memo 07-48

June 13, 2007

TO: Chief Executive Officers of HAP Member Hospitals and Health Systems

FROM: Carolyn F. Scanlan, President and Chief Executive Officer

SUBJECT: HealthCare Benefits Trust

Issue: The Hospital & Healthsystem Association of Pennsylvania (HAP) and the employee benefits organization HealthCare Benefits, Inc., recently entered into an endorsement and promotion agreement. HAP recommends Pennsylvania hospitals review the employee benefit programs, products, and services of HealthCare Benefits, Inc. HAP believes hospitals can gain access to superior employee benefit programs and services, and achieve long-term value and cost savings, by working with HealthCare Benefits, Inc.

Background: More than 35 years ago, HAP initially created what is now the HealthCare Benefits Trust. It has long been a source of competitive and unique employee benefit programs and services for hospitals and other health care providers. The Trust and its broker became part of AllHealth in 1993 and were initially sold to Amerinet last spring. Long-standing Trust management and consulting personnel subsequently purchased that business from Amerinet and formed HealthCare Benefits, Inc.

Member Action: A significant number of HAP members are currently part of the Trust and work with the Trust's broker, HealthCare Benefits, Inc. No action is required on their part. HAP and HealthCare Benefits, Inc., will be meeting with HAP members and explaining the advantages of Trust participation and its programs.

We recommend you evaluate the programs and services offered by HealthCare Benefits, Inc., and the Trust. There are price, product, and service efficiencies and economies to be gained from participating in the Trust programs. These programs are exclusively for the use of hospitals, health systems, and other health care providers.

For More Information: As always, if you or your staff have questions or need additional information, feel free to contact me or Mike Suchanick, chief operating officer, at (717) 561-5349, or email at msuchanick@haponline.org; or Daneen Schroder, director, member relations, at (717) 561-5359, or email at dschroder@haponline.org.

c: Human Resource Directors

4750 Lindle Road
P.O. Box 8600
Harrisburg, PA 17105-8600
717.564.9200 Phone
717.561.5334 Fax
www.haponline.org