



# Association Health Care



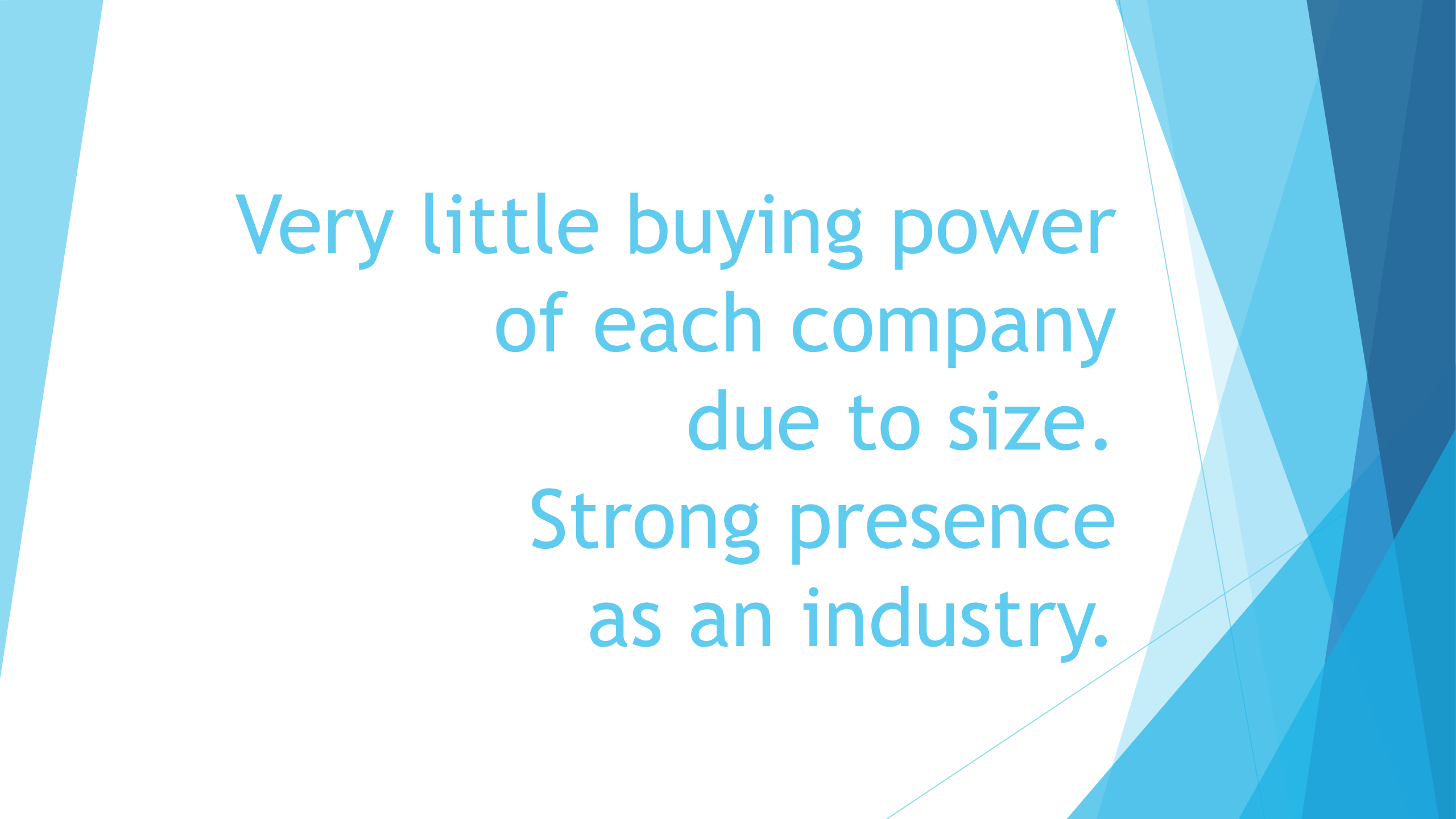
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800-788-2040 x303

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes are primarily located on the left and right sides of the frame, creating a modern, dynamic feel. The central area is a plain white background where the text is located.

Print is a large industry  
made up of primarily  
small businesses.

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes create a dynamic, modern feel. The text is centered in a clean, sans-serif font.

Very little buying power  
of each company  
due to size.  
Strong presence  
as an industry.

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# Print and Publishing Market Overview

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U.S. Total Printing  
Establishments: 42,234  
**Employment: 847,448**  
Shipments: \$164,701,624.0

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U.S. Total Automotive  
Employment: 995,000

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# **MEWA:** Multiple Employer Welfare Arrangement Old Ruling vs. New Ruling



**ERISA:**

Employee Retirement  
Income Security of 1974.

Federal Law that sets minimum  
standards for most voluntarily  
established retirement and health  
plans in private industry to  
provide protection for individuals  
in these plans.

**The Goal:**

To negotiate rates by  
industry size instead  
of individual company size  
creating a homogeneous  
self-sustaining  
multi-state program.

Partners:

5 PIA Sister Affiliates

GLGA - WI, IL, IN

PICA - NC, SC

FLA - FL

GAA - NJ, PN

This is not a PEO  
(Professional Employer  
Organization) –  
an outsourcing firm that  
becomes the employer  
of record.

This is not a group plan  
where other company  
claims would effect  
your premiums.

This **IS** a group buying program where companies can buy from a carrier who is offering rates for large numbers of employees within the same industry.

To establish a group  
buying program data  
must be gathered to  
negotiate rates.

This is **NOT** a  
commitment to  
purchase insurance  
through the AHP. It is  
simply a fact  
finding exercise.



Data collected will be averaged and analyzed to determine buying power and then to negotiate options with carriers.

# SURVEY PORTAL FOR DATA COLLECTION

- ▶ Used to Determine Viability
- ▶ Strictly Confidential
- ▶ Data to be used only in averages

# INCLUDE DATA FOR ALL EMPLOYEES

- ▶ Those on your current plan
- ▶ Those with health insurance not on your plan
- ▶ And companies not currently offering insurance

## INFORMATION REQUESTED

- ▶ Contact information
- ▶ Generic Association Membership Numbers
- ▶ Do you offer a current plan & if so current provider
- ▶ How long have you offered health care plans
- ▶ Contribution Percentage
- ▶ Renewal Date
- ▶ Input or Upload Census Data

# SURVEY PAGE 1

Name \*

Phone \*

Email \*

Association Membership Number \* 

Association Number (Provided in the email sent to you) \* 

Do you currently offer a health plan? \*

Are you a current member of your local association? \*

What local association are you a member of? \*

Are you interested in being a part of an Association Health Plan offered through one of the above associations? \*

# SURVEY PAGE 2

## Tell us about your employees

☒ Who is this information for?

This information is for Mercer and carriers to gain an understanding of who they will be covering so they can provide the most competitive rates for your benefit coverage.

To add your employees individually, click + **Add Employee** and enter the required fields.




OR

To upload your employee data, first download the easy-to-use data template on this page and then populate your data template. Once you've completed the template, click **Upload File** to load the file to the system.

 Download template

+ Add Employee

 Upload a File


Date of Birth	Gender	Home Zip Code	Status 	Annual Salary 	Covered Family Members	Total Annual Premium 	Actions
Click "Add Employee" or "Upload File"							

« Previous Next »

- ☐ Accept Terms and Conditions
- ☒ Download Census Data to Excel File

« Previous

Submit

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No names or social  
security numbers are  
requested.

# INPUT EMPLOYEE DATA 1 AT A TIME

[< Previous](#) [Next >](#)

## Add an Employee

Date of Birth \*


MM/DD/YYYY




Gender \*

Choose one...

Home Zip Code \*

Status \* 

Choose one...

Annual Salary \* 

Total Annual Premium \* 

Covered Family Members \*

Choose one...

Save

Cancel

Submit



# UPLOAD CENSUS USING THE TEMPLATE

AutoSave Off PIA MidAm\_census\_template - Excel

File Home Insert Draw Page Layout Formulas Data Review View Help Acrobat QuickBooks Tell me what you want to do

Cut Copy Paste Format Painter

Clipboard Font Alignment Number Styles

A7

	A	B	C	D	E	F	G
1	Date of Birth	Gender	Home Zip Code	Status	Annual Salary	Covered Family Members	Total Annual Premium
2	07/12/1983	Male	75240	Full Time	\$42,000.00	Employee Only	\$3,140.40
3							
4							
5							
6							
7							
8							
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27							

File Requirements Sample File Template

## WHAT THE DATA IS USED FOR

- ▶ Salary information used to determine eligibility
- ▶ Total annual premium & coverage used to determine savings potential based on current plans
- ▶ DOB, Gender, Zip Code, Employment Status - demographics to determine rates

## UPLOAD ERROR PROBLEMS

- ▶ Fields Left Blank
- ▶ Date of Birth not in a MM/DD/YYYY format
- ▶ Columns not in correct order
- ▶ Security risk when reaching the site

# CENSUS TEMPLATE DATE FIELD

AutoSave Off PIA MidAm\_census\_template 05.

File Home Insert Draw Page Layout Formulas Data Review View Help Acrobat QuickBooks Tell me what

Cut Copy Paste Format Painter Clipboard Font Alignment Number Conditional Form Formatting Tab

SECURITY WARNING Automatic update of links has been disabled Enable Content

A2 4/11/1970

	A	B	C	D	E	F	G
1	<b>Date of Birth</b>	<b>Gender</b>	<b>Home Zip Code</b>	<b>Status</b>	<b>Annual Salary</b>	<b>Covered Family Members</b>	<b>Total Annual Premium</b>
2	04/11/1970	Male	64123	Full Time	25230	Employee Only	3719.64

Format Cells

Number Alignment Font Border Fill Protection

Category:

- General
- Number
- Currency
- Accounting
- Date
- Time
- Percentage
- Fraction
- Scientific
- Text
- Special
- Custom

Sample

04/11/1970

Type:

- mm/dd/yyyy
- h:mm:ss
- m/d/yyyy h:mm
- mm:ss
- mm:ss.0
- @
- [h]:mm:ss
- .\_(\$\* ##0);\_(\$\* (##0);\_(\$\* "-");\_(@)
- .\_(\* ##0);\_(\* (##0);\_(\* "-");\_(@)
- .\_(\$\* ##0.00);\_(\$\* (##0.00);\_(\$\* "-"?);\_(@)
- .\_(\* ##0.00);\_(\* (##0.00);\_(\* "-"?);\_(@)
- mm/dd/yyyy

Delete

Type the number format code, using one of the existing codes as a starting point.

OK Cancel

Sheet1

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The potential is **HUGE**  
and can have a  
**significant** impact on  
managing health  
care costs.

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Phase 1:  
**Printer Members**  
*Suppliers, etc.*  
*should encourage printers to  
participate*

Phase 2:  
Should the initial  
printer phase be  
successful other  
categories will  
be analyzed.

***Survey DEADLINE***

**MAY 26, 2019**

**MIDNIGHT**

Encourage your  
colleagues to  
participate.



**ETA:**  
end of 2019 / first of 2020

We will keep you posted  
through our newsletters on  
the negotiation process.