



# NYLHCA: Collective Power for Union Health Benefits

The New York Labor Health Care Alliance (NYLHCA) represents the pinnacle of collective bargaining power in healthcare benefits. Established in 1993, this non-profit purchasing coalition stands as an unwavering ally to the American Labor Movement, transforming the healthcare landscape for union families across New York and beyond.

Our mission is crystal clear: secure the best benefits possible for our members, not increase corporate profits. Through unity, strategic partnerships, and decades of expertise, we deliver what individual funds simply cannot achieve alone.

# Our Mission: Labor First, Not Profits

## The American Labor Movement: The Formative Years (1869-1894)



Established in 1993, the NYLHCA is a non-profit purchasing coalition composed exclusively of union-sponsored health plans. We are fundamentally committed to the American Labor Movement and everything it represents.

By uniting our covered lives, we negotiate the most competitive pricing possible and ensure the highest quality care is available to our participants. Our alliance improves quality, expands choice, and lowers health and benefit costs for union members and their families.

**Our mission is clear: secure the best benefits possible for our members, not increase corporate profits.**

# Our Collective Strength: Over 70 Unions, One Powerful Voice

When unions stand together, extraordinary things happen. The NYLHCA has built an alliance of over 70 union health plans representing more than 200,000 lives—creating negotiating power that commands respect and delivers results.

## 100% Union Membership

Every single member is a union-sponsored health plan. No corporate interests, no profit-driven agendas—just solidarity in securing better healthcare.

## Democratic Governance

One fund, one vote—your voice directly influences our benefits portfolio and strategic direction

## Complete Autonomy

Maintain your fund's independence and plan designs while leveraging collective purchasing power



This democratic approach ensures that every fund—regardless of size—has equal influence in developing and expanding our competitive benefits portfolio. You become a director, your funds needs drive our strategy, and your members benefit from collective strength.

# Your Fund's Autonomy Protected

## **Complete Fund Autonomy**

Each fund retains full control over its plan designs and decision-making while benefiting from our collective purchasing power. You maintain independence while gaining strength.

## **Immediate Access to Vetted Products**

Your fund gains instant access to our fully vetted portfolio: Pharmacy Benefit Managers, Stop-Loss Insurance, Fiduciary Liability Insurance, Legal Services, Vision, Dental, and specialized services like MSK and Fertility Benefits.

## **Expanding Benefits Portfolio**

We're actively developing new resources, including mental health designations with peer-to-peer support, ensuring our members stay ahead of evolving healthcare needs.

Members can participate in educational offerings, including Wednesday Webinars and best practice sharing with other administrators, trustees, and plan professionals.

# How We Deliver Results for Your Fund & Union

---

## Leveraged Negotiations

NYLHCA absorbs all costs of negotiating vendor benefits and contract terms by leveraging the collective strength of our 200,000+ lives. This means your fund would save time and money while accessing enterprise-level pricing typically reserved for the largest groups.

---

## Rigorous Vetting Process

We conduct thorough due diligence to identify top-tier providers, fully documenting the process to help your fund meet ERISA obligations and fiduciary responsibilities. All selected or endorsed provider are continually monitored to ensure best on class benefits are being provided.

---

## Provider Selection

Every member fund has a vote and participates in the process. Selecting the right providers is crucial and we examines every aspect from financial stability, service quality to their ability administer benefits to labor.

*All endorsed provider contract include NYLHCA preferred pricing and benefits.*

---

## Continuous Monitoring & Quality Assurance

All NYLHCA selected and endorsed providers are subject to ongoing performance monitoring to ensure they consistently deliver best-in-class benefits and service levels. This isn't a "set it and forget it" approach – it's an active partnership that protects your interests over time.



# Educational Excellence: Your Complimentary Consultant

*In many ways, the NYLHCA serves as your fund's complimentary independent consultant, providing ongoing education and support.*



## **Annual Educational Seminar**

Complimentary invitation to our premier educational event combined with golf tournament and awards dinner, featuring our lifetime achievement award in labor.



## **Wednesday Webinars**

Regular educational sessions featuring industry experts discussing relevant healthcare topics, union issues, and benefit management strategies.



## **Saratoga Summit**

Two-day event combining educational sessions, board meetings, presentations on current health and labor topics, plus the NYLHCA Day at the Races in Saratoga Springs, NY.



## **Best Practices Exchange**

Exclusive forums for administrators, trustees, and plan professionals to exchange insights and innovative approaches. Decades of collective experience at your fingertips.

# Trusted Provider Partnerships: Three Decades of Proven Results

For over thirty years, the NYLHCA has meticulously selected partners who truly understand labor's unique requirements, providing comprehensive benefits and services that protect members' health and financial well-being. These aren't just vendors—they're strategic allies committed to union values. All contracts include NYLHCA preferred pricing and benefits that would not be available to individual funds or unions.



## Pharmacy Benefits

**ESI** - NYLHCA PMB partner for over 30 year that includes enhancements only available in the contract



## Legal Services

**Feldman, Kramer & Monaco** - Comprehensive legal service plans for union member protection



## Fiduciary Insurance

**Segal Select Insurance** - Premier fiduciary liability coverage protecting fund trustees



## Stop-Loss Coverage

**The Hilb Group** - Comprehensive stop-loss insurance protecting against catastrophic claims



## Vision Benefits

**National Vision Administrators** - Extensive vision care networks and competitive pricing



## Identity Protection

**ID Resolutions** - Complete identity theft protection and resolution services



## Hearing Care

**Amplifon** - Professional hearing healthcare services and advanced hearing aid technology



## Kidney Disease

**Renalogic** - Specialized kidney disease management and treatment coordination



## Dental Coverage

**Sele-Dent & Delta Dental** - Comprehensive dental networks and preventive care programs



## MSK Benefits

**Nimble Health & Sword Health** - Advanced musculoskeletal care and digital therapy solutions



## Fertility Services

**Progyny & Maven** - Comprehensive fertility and family-building support programs



## Critical Illness

**NEP** - Critical illness and accident insurance providing financial protection during medical emergencies

# Don't Wait—Join the Alliance Today

Your fund's participants and Union Members deserve the best healthcare and related benefits available, and your fund trustees deserve the peace of mind that comes from working with partners who understand labor's unique challenges and priorities.



The NYHCA Delivers both – combining industry expertise with a commitment to labor and member welfare

*"When you choose NYLHCA, you're not just selecting partner—you're joining a community dedicated to protecting and enhancing the benefits that union members have fought hard to secure."*



## Ready to Join?

**Stephen O'Sick, CEBS**  
Executive Director  
NYLHCA  
518-258-4066  
[sosick@nylhca.org](mailto:sosick@nylhca.org)

