



2019 Annual Report



PA Clinical Network

AT THE PENNSYLVANIA MEDICAL SOCIETY



Dr. Jaan Sidorov, CEO
and Dr. John Pagan, Chair
of the Board of Directors
discuss next steps for the
PA Clinical Network.

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“Focus groups” are commonly used to gain market insights to shape the launch of a product.

We didn’t need focus groups.

When the PA Clinical Network announced that it was recruiting physicians for a clinically integrated network (or “CIN”), we were confident that a doctor-led organization committed to elevating quality, optimizing cost, achieving patient satisfaction and promoting professional well-being would speak for itself. In the last year, I’ve traveled the state and talked to hundreds of healthcare providers, office managers and administrators.

Everyone has agreed with our value proposition.

We have also talked to numerous health insurance leaders who are committed to offering several competing high-value and regional networks to their beneficiaries. **We’re now a network.** Thanks to advances in health information technology and innovative approaches to reimbursement, the PA Clinical Network is entering 2020 poised for success.

2019

As you review our Annual Report, you’ll see the profiles of many of the physicians in our network. They and their colleagues are even more impressive in person. Each doc has personally earned the loyalty of each and every one of their patients with a level of individualistic and community-minded care that is reflected in the organization of their offices, the professionalism of their staff, the certificates of achievement on the walls and the smarts of their office managers. Many are small business owners who have been paying payroll and taxes, while also grappling with increasing regulation, unwieldy electronic health records and their patients’ struggles with out-of-pocket medical expenses. If these hard working physicians can be for us, who can be against us?

We also used the past year to **implement a network-wide information technology system.** It taps into electronic health records and provides a summary dashboard that enables improvements in care delivery. While being extremely mindful of our patients’ privacy, we can now begin to study trends in the outcomes that matter most to everyone: Are there any children

going unvaccinated and why? What is the best way to reduce the burden of diabetes mellitus? How can we increase timely access to healthcare? And that’s just for starters.

We have been extremely fortunate to have the financial **backing of the Pennsylvania Medical Society.** No healthcare enterprise can succeed without capital and we remain grateful to the Society’s membership for their support. However, we have more than just a strong financial position: we have considerable information technology and human capital.

2020

Buoyed by the success of 2019, we’re excited about the prospects for 2020. In addition to closing **multiple agreements with our health insurance partners,** we continue to have important discussions with multiple stakeholders about the special merits of a statewide physician network. We look forward to helping our 152 providers not only survive but thrive. More physicians will join us. While that’s good for our doctors, Pennsylvania’s patients will benefit the most. They will have the option of a local and independent healthcare expert who is focused on **delivering value very single day.**

Focus groups and other market surveys remain an option for us, but our physicians and their patients are already telling us everything we need to know.

Yours sincerely,
Jaan Sidorov
Jaan Sidorov
Jaan Sidorov MD, MHSA
CEO & President

THE CARE CENTERED COLLABORATIVE
AT THE PENNSYLVANIA MEDICAL SOCIETY





2019. **A watershed year.**



One of the best kept secrets in healthcare is the outstanding medical care of Pennsylvania's local, independent and community-based physicians. They work seven days a week, striving to increase quality and reduce unnecessary cost for millions of people, including many of our family members and neighbors. While all eyes are on the large and complex health systems sprawling across the Commonwealth, our attention has been on the hundreds of physicians who have been working in our neighborhoods and caring for us in clinics that are often a short drive away from where we live. Many have been there for us for decades.

While unleashing the economic value of community based physicians is our business focus, our mission is much simpler: we strive to ensure that Pennsylvanians continue to have the option of

receiving their care in independent clinics. Their viewpoint is the community and their focus is on the patient.

In 2019, more than 150 physicians and providers caring for hundreds of thousands of Pennsylvanians agreed with us. As they joined the PA Clinical Network, their commitment to their patients in 2019 has led us to contracting agreements for 2020 with numerous insurers and businesses that are built on quality, cost and satisfaction.

The agreements we've closed for 2020 are a good start, but our doctors – and the patients they serve – are not only looking forward to 2020, but beyond.

The physicians who have joined the PA Clinical Network are in this for keeps.

HOW IS THIS POSSIBLE?

The cost of information technology continues to decline, while its sophistication has grown exponentially. Keeping patient privacy always at the forefront of all that we do, we now have the ability to analyze the value of the care we provide our patients on a real time basis. Our PA Clinical Network participants are using their electronic records for the purpose that they were originally intended: to find patterns of care across a county or a state that help us find ways to deliver health that is faster, better and cheaper than ever before.

We proud to have the guidance of our physicians, other providers and their highly talented office administrators too. The PA Clinical Network has five committees made up of dedicated professionals

“We’re excited to build on the momentum we’ve established in 2019 by sharing our vision and inviting more physicians to join.”

who are lending their wisdom on oversight, funds flow, clinical guidelines, credentialing and contracting. Often meeting early in the morning or after business hours, their insights are invaluable.

None of this would have been possible without the vision and the support of The Pennsylvania Medical Society. As the voice of Pennsylvania's physician community, they've advanced quality patient care and the ethical practice of medicine through a significant investment of their capital and talent in the Network. All of the Medical Society's members recognize the special place of the independent community based physician in assuring access to high performing care, and we are deeply grateful to them.

WHAT'S NEXT?

We're excited to build on the momentum we've established in 2019 by sharing our vision and asking more physicians to join with their colleagues on behalf of Pennsylvania's patients.. We will also be working with our insurer-partners to explore more ways to build on the initial success of the PA Clinical Network and add more patients to a growing network of providers. We'll share our growing knowledge and experience with our colleagues in other states, who are also excited by the prospect of leveraging the talents of their community-based physicians.

We're excited to be sharing this Annual Report with you and look forward to working with our physicians in service to our patients in the year ahead.



A Medical Professional Liability Savings Program

In September of 2019 the PA Clinical Network announced the formation of a new partnership with NORCAL Group to help further support the practices in its growing PA Clinical Network CIN.

NORCAL Group is offering an additional discount on medical professional liability (MPL) insurance to eligible PA Clinical Network members through a partnership between The PA Clinical Network and Risk Strategies Company (RSC). NORCAL Group is currently the 6th largest MPL insurer in the country, based on direct written premium, and has maintained an A.M. Best “A” (Excellent) rating for more than 35 years.

“We were pleased to offer this partnership to the outstanding clinicians of the PA Clinical Network,” said Jaan Sidorov, MD. “NORCAL Group has an exceptional reputation in Pennsylvania, and the physicians in our network welcome the superior level of protection from a highly rated carrier that is both physician-led and owned,” he added.

“We are excited to be a part of this partnership,” said Chris Zuccarini, Managing Director of RSC. “We expect the providers in the PA Clinical Network will benefit from the discount savings, but it’s NORCAL Group’s customer service, superior claims support and top-notch risk management program that will lead to significant value for Pennsylvania’s healthcare professionals, and we are pleased to help the PA Clinical Network physicians to take advantage of NORCAL Group’s competitive rates and award-winning Risk Management solutions and CME resources.”

To date, the practices participating in this partnership have collectively **saved more \$103,000 on medical professional liability insurance.** “As of 4Q 2019, the average amount saved is \$6,076, representing an average premium reduction of 25% for our groups.” Enrollment into this value-add, optional savings program continues as additional physicians join the network in 2020.

“I was further delighted when the network’s medical professional liability savings program helped me specifically secure a 40% savings from an excellent carrier.”



DR. PETER MCNEIL

Board of Directors



CHAIR

John Pagan, MD, FACS

Dr. John Pagan is a board-certified general surgeon from Bucks County, Pennsylvania and named a “Top Doc” by Philadelphia magazine. Dr. Pagan has a long history of leadership in healthcare, having served as Chairman of the Pennsylvania Medical Society Board of Trustees, Chair of



his Surgical Department, and Chair of his hospital Breast Program when it first achieved national accreditation.

He currently serves as the Speaker for the Pennsylvania Medical Society and is a Fellow of the American College of Surgeons as well as the Philadelphia Academy of surgeons. Dr. Pagan is a member of the National Association of Corporate Directors, American Society of Breast Surgeons, American Medical Association as well as the American Institute of Parliamentarians and National Association of Parliamentarians. After graduating from the University of Maryland School of Medicine, he completed his surgical training at Einstein Medical Center. Dr. Pagan continues his career in healthcare leadership and is presently completing his Master’s degree in business administration with healthcare focus from Saint Joseph’s University.

Martin Raniowski, MPP

Mr. Raniowski is the Executive Vice President and Chief Executive Officer of the Pennsylvania Medical Society, where he previously served as its Senior Vice president for Policy and Programs. Mr. Raniowski is a graduate of the University of



Pittsburgh and earned a Masters Degree from Indiana University of Pennsylvania in Public Policy and Political

Science. He has a distinguished career in healthcare policy, with experience as Policy Analyst in the Pennsylvania House of Representatives, a Senior Director in the American Heart Association and as Deputy Secretary of the Commonwealth of Pennsylvania Department of Health.

Bindukumar Kansupada MD, FACC, FCCP, MBA

Dr. Kansupada is a cardiologist living in Yardley Pennsylvania. He received his medical degree from the prestigious Topiwala National Medical College, and completed his cardiology fellowship at Drexel University. He is a Fellow of the American College of Cardiology and practiced for close to 40 years in multiple hospitals including Lower Bucks Hospital and St. Mary Medical Center. Dr. Kansupada is a widely recognized expert in lean practice management, quality control, and systems engineering to drive improved healthcare efficiency. His healthcare leadership led to his appointment to the Pennsylvania Advisory Council under Governor Corbett and State Congressman Mike Fitzpatrick. He has maintained



Patron membership with the AAPI (American Association of Physicians of Indian Origin) and presently serves as a member of the Pennsylvania Board of Trustees for that organization’s International Medical Graduate Section.

Daniel J. Glunk, MD, MHCDS

Dr. Glunk is a board certified general internal medicine physician who is a Fellow of the American College of Physicians and served as President of the Pennsylvania Medical Society in 2009. He is a graduate of Wilkes University and the Hahnemann University College of Medicine. He completed his residency at University Health Center



of Pittsburgh and was Chief Resident at Shadyside Hospital. In addition to his patient service at UPMC Susquehanna

in Williamsport PA, Dr. Glunk is that organization’s Chief Quality Officer, where he has helped catalyze that organization’s recognition for service at both national and state levels. Dr. Glunk earned a Master’s Degree in Healthcare Delivery Science from Dartmouth College and sits on the Board of Directors for the PA Patient Safety Authority.

Theodore Christopher, MD, FACEP

Dr. Ted Christopher is Professor and Chair of the Department of Emergency Medicine at Sidney Kimmel Medical College, Jefferson University Hospitals. In addition



to recently serving as the 168th President of the Pennsylvania Medical Society, Dr. Christopher is Thomas

Jefferson’s first distinguished endowed Professorship in the Department of Emergency Medicine. After graduating Summa Cum Laude from Harvard University, Dr. Christopher graduated from the Icahn School of Medicine at Mount Sinai in 1981. He completed residencies in internal medicine, at Brown University’s Rhode Island Hospital, and emergency medicine at Thomas Jefferson University Hospital and became board-certified in both specialties. He is a past president of the Association of Academic Chairs of Emergency Medicine, the Pennsylvania Chapter of the American College of Emergency Physicians, and Philadelphia County Medical Society.

John Furia, MD

Dr. Furia is an orthopedic surgeon with a fellowship in sports medicine who practices full time at



Evangelical Community Hospital in Lewisburg Pennsylvania. After graduating Magna Cum Laude from Brown

University, he attended Vanderbilt University School of Medicine. He completed his general surgical internship at Columbia University Medical Center, orthopedic residency at the University of Rochester Medical Center, and sports medicine fellowship at Baylor College of Medicine. He is the past President of Pennsylvania’s Union County Medical Society. He currently serves on the boards of the

Pennsylvania Medical Society (PMS), the PMS Care Centered Collaborative and the PMS Clinically Integrated Network. Dr. Furia has over 40 peer-reviewed scientific publications, currently serves as a consultant for a regenerative cell therapy company, and was the medical director at a national health care service provider.

Dawn Tice, RN, BSN, MBA

Ms. Tice is the Vice President of Clinical Operations at Main Line HealthCare. Ms. Tice received her formal clinical training as a registered nurse at West Chester University and completed her master’s degree in business at Eastern University. She is an accomplished leader in quality improvement, patient safety, ambulatory quality, patient centered care and has expertise in population



health. She has worked at Penn Medicine as the patient safety officer, as a quality improvement consultant for the

Pennsylvania Academy of Family Physician Foundation in Harrisburg, and one of three Quality Improvement in Practice coaches supporting practice transformation for state-wide practices participating in Pennsylvania’s Chronic Care Initiative. Her expertise has led to her be a frequently sought-after speaker across the country, lending her expertise and practical approaches to topics such as implementation of patient-centered medical home, chronic care models, population health, and transitions of care.

Meet a few of our practices

On the following pages you can meet a few of the diverse practices across the state that comprise the PA Clinical Network. Each of these independent practices values its identity as member of the community it serves and is eager to further demonstrate that physician-owned and physician-led practices deliver top-notch quality coupled with compassion.



Julio Ramos, MD, has been treating rheumatology patients in small town Avoca of northeastern PA for 16 years. He established his own private practice in 2018 and has developed an excellent reputation among his patients. He works closely with a full-time certified nurse practitioner, Tracy Sokoloski, CRNP.

This year, Dr. Ramos is doubling the footprint of his practice. He bought and is modernizing a building in town, adding more exam rooms, a full-service lab and a comfortable infusion-center environment. Dr. Ramos sees patients at the hospital as well as at his clinic, and he offers chronic care management services for those with multiple conditions.

He is active in his community and well known among his peers; this year he is President of the Luzerne County Medical Society.



AVOCA, PENNSYLVANIA

Ramos Rheumatology, PC

“As a clinician, a businessperson and long-time member of the PA Medical Society, I strongly support physician choice: my choice has been to remain independent.”

JULIO RAMOS, MD





TARA STAUFFER, PTA

“I was born and raised in the Susquehanna Valley; I practice here; I care about the community and it’s privilege to serve our patients.”

MARK WILLIAMS, DO

For more than two decades, the citizens of Susquehanna Valley and its surrounding communities have been able to obtain exceptional local healthcare from this sophisticated practice with a down-home touch.

Originally established by native son Dr. Mark Williams, an orthopaedic surgeon, SVMS has continually expanded to become a multi-specialty, multiple-service practice. At the heart of this independent healthcare organization is a commitment to give back to the area where Dr. Williams was born and raised. SVMS offers orthopaedic care, primary care, occupational and physical therapy services, as well as diagnostic imaging services, an outpatient surgery center and a full-service laboratory on premise.

While it will always be an independent physician-owned practice, this team also has a track record of working well with the three major health systems in its region. The clinical team at SVMS: Mark Williams, DO; Chris O’Neil, DO; Lori Marsteller, DO; William Kurprevich, DO; Elizabeth Fritz, NP; and Physician Assistants Pamela Morrow, Ariel Middletown, Lauren Taylor and Monica Lynn.



(SEATED LEFT) ELIZABETH FRITZ, CRNP,
(STANDING L-R) PAMELA MORROW, PA-C,
DR. CHRIS O’NEIL, DO, MONICA LYNN, PA-C,
DR. WILLIAM KUPREVICH, DO,
DR. MARK WILLIAMS, DO,
(SEATED) ARIEL MIDDLETON, PA-C,
(STANDING) DR. LORI MASTELLER, DO



PAMELA MORROW, PA-C

BLOOMSBURG, PENNSYLVANIA

Susquehanna Valley Medical Specialties



OLD FORGE, PENNSYLVANIA

Michael Jalowiec, DO, PC

Often referred to as the Pizza Capital of the World, Old Forge, PA is home to the busy Main Street practice of Michael Jalowiec, DO, PC. A native of the area, Dr. Jalowiec has deep roots in Lackawanna and Luzerne counties. Like most small independent primary care practices, this clinic has a lean but loyal and hardworking staff that includes Robin Gallagher, CRNP, and practice administrator Johnna Jalowiec.

The husband-wife dynamic duo has combined its expertise to deliver both outstanding clinical care with a disciplined business background that can keep their practice profitable and popular. Dr. Jalowiec earned his medical degree from Philadelphia College of Osteopathic Medicine. He has been in practice for more than 20 years, much of it as an independent internal medicine physician.



“I joined the PA Medical Society this year because the Clinically Integrated Network it has sponsored will support my practice and my personal patient care philosophy.”

MIKE JALOWIEC DO, PC



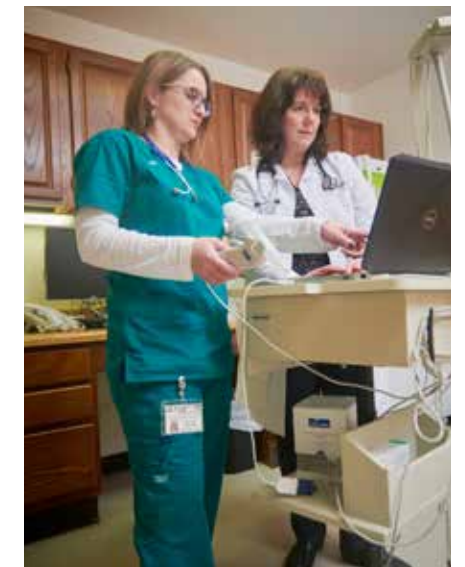


“I have devoted my career to Family Medicine; in my small private practice I value that I can give patients personalized care.”

MARY PIERGALLINI, MD



Mary Piergallini, MD, a board-certified family medicine physician, received her medical degree from Penn State University College of Medicine and completed her residency in family medicine at Fairfax Family Practice Centers, Virginia. For eight early years she worked in a group practice with colleagues at Prince William Family Practice. She moved to Pennsylvania in 2003 to establish her own private clinic in Lock Haven.



Born and raised in Nazareth, part of the Lehigh Valley, she wanted to practice in a small town where she could provide longitudinal, personalized family care to a community – an aspect of family medicine that made her specialty so initially appealing when she was in training.

Now with more than 25 years of clinical practice expertise and a large base of patients, she consistently receives high ratings from her patients and their caregivers.



LOCK HAVEN, PENNSYLVANIA

Pleasant Valley Family Medicine

DR. MARY PIERGALLINI, MD (SEATED), BECKY FISHER, SECRETARY (TOP LEFT), STEPHANIE REEDER, MA (CENTER), MALLORI KEIFFER, RN (STANDING RIGHT)



LAURIE DAVIS

In a digital age and internet world, it's noteworthy that the Miller-Donmoyer Family Health Center has been successful in achieving a high volume of favorable Facebook reviews by delivering care the old-fashioned way: spending time listening to its patients and staying loyal to the communities it serves. The three physicians, further supported by three advanced practice clinicians, are the medical home to more than 5,000 individuals who rely on expert knowledge, experience and caring practice philosophy.

“When I opened this clinic in 1993 I knew that the best way for me to practice was to remain independent, but to be able to work well with everyone in the health care system.”

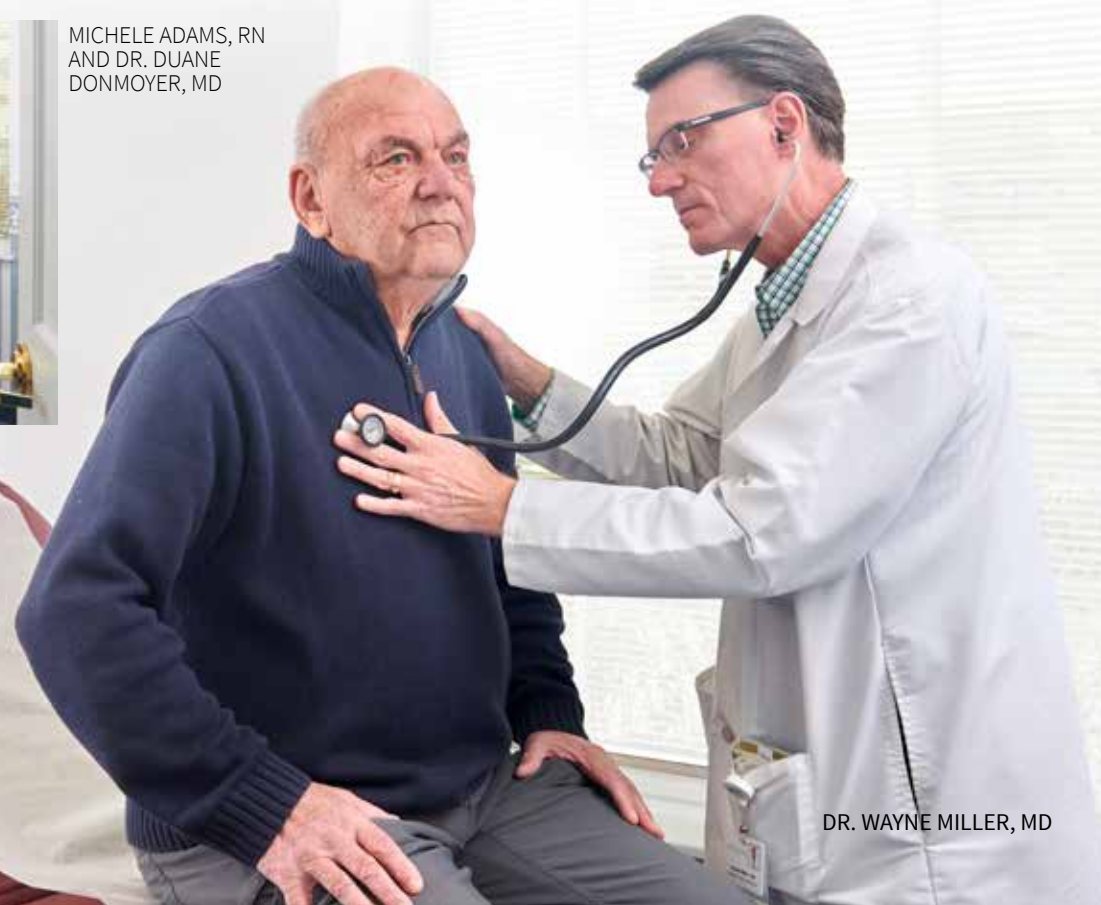
– WAYNE MILLER, MD

Founding physician Wayne Miller, MD, earned his medical degree at the University of Pennsylvania School of Medicine, and completed his residency at Hershey Medical Center. His practice team has

expanded to include partner Duane Donmoyer, MD, along with Paul Hixon, MD; Physician Assistants Jennifer Keer and Dawn Lenker; and Angela Schweitzer, Nurse Practitioner.



MICHELE ADAMS, RN
AND DR. DUANE
DONMOYER, MD



DR. WAYNE MILLER, MD



DR. HIXON, MILLER, AND DONMOYER.

SHAMOKIN, PENNSYLVANIA

Miller-Donmoyer Family Health Center



CURWENSVILLE & DUBOIS, PENNSYLVANIA

FORE Your Health Family Medicine



“After practicing medicine in a health system for 16 years, I was able to open my own practice in 2015. The name of my clinic reflects my two greatest interests: family medicine and golf.”

PHUONG WIRTHS, DO

(L-R) TAMMY FRY, MARCIA WISE, LAURA BOGUS, JANIE MOORE, DAWN AUGHENBAUGH, MARY BENNETT, DR. WIRTHS

The joy of team-based care and the pleasure of working in a private practice is apparent when you enter either of Dr. Phuong Wirths’ clinic locations. In a manner that cannot be feigned, you can see how well and how much he cares equally well for his staff and his patients.

Dr. Wirths’ own story of coming to America from Vietnam in 1981 after six frightening days at sea and experiences as a refugee, helps us understand where he developed his gentle strength as a doctor and others’ appreciation for his tenacity through long days in private practice. After 16 years as an employed physician, he achieved his goal of becoming his own boss when he opened FORE Your Health in 2015.





“I joined the PA Clinical Network and urged my colleagues in the region to join as well, because I believe in the mission and vision of this network.”

AHMAD WARDEH, MD



COAL TOWNSHIP, PENNSYLVANIA

Wardeh-Agha Medical Center, LLC

This two-doctor, husband-wife practice in Northumberland county services a population of about 10,000 individuals, many of whom are fortunate to be able to age in place at their homesteads due to exceptional primary care services they can access through this clinic. The busy board-certified internal medicine team of Ahmad Wardeh, MD and Mouna Al-Agha MD have a high volume, high quality rural practice.

Always working behind the scenes to capably manage the multiple and increasingly complex business issues associated with a private practice, is Tina Krieger, practice manager. Both Dr. Wardeh and Dr. Al-Agha received their medical degrees from Damascus University Faculty of Medicine, Syria, and both have been in practice for more than 20 years.



MOUNA AL-AGHA MD



DUBOIS, PENNSYLVANIA

My Care Now LLC



ERIC PECK, DO (SEATED)
STANDING L-R) ALLEGRA
GRENIER, KATTIE
LENHERR, LPN, MARIA
JOHNSTON, RN, LINDSEY
SCHAFER, LINDSEY
SNYDER, LPN, ALEDA
ELKIN, CRNP

“I am thankful to be a part of my community, and grateful to the families that trust me with their care.”

ERIC PECK, DO

Dr. Eric Peck DO, is a family medicine expert affiliated with multiple hospital systems in his area, although he relishes being an independent doctor. In having made that choice, he can run his own practice as well as be a good collaborator with a network of health systems in his area.

Joining him in the care of his patients is Aleda Elkin, Nurse Practitioner. Both enjoy excellent ratings and feedback from their large base of patients. Dr. Peck earned his medical degree from Philadelphia College of Osteopathic Medicine; he's been in practice for more

than 25 years. In joining the PA Clinical Network in 2019 he feels further assured he can retain his autonomy while also working well with other like-minded doctors through this CIN sponsored by the PA Medical Society.





PA Clinical Network

AT THE PENNSYLVANIA MEDICAL SOCIETY

Learn more about how the PA Clinical Network is supporting the success of independent Pennsylvania physicians.

To start a conversation about how your practice can benefit,
call **(717) 909-2646** to set up a meeting or go to **pennsylvaniaCIN.com**.



The PA Clinical Network is a subsidiary of the Care Centered Collaborative at the Pennsylvania Medical Society