



## **MEMBERS TELL NEW YORK WHY BALCONY IS NEEDED**

“BALCONY is the one organization that seeks to find common ground on complex employee benefits issues. Their goal is to ensure that labor and management come to the table with all the same information to collectively decide how to proceed, what the impact may be on both employers and employees, and to seek solutions, together.”

**Jeffrey R. Lewis, President, Heinz Family Philanthropies**

“New York needed business and labor in the 1970s to save our city. We are now fortunate to have BALCONY in position to bring a coalition to the table of businesses and labor unions which can participate in crafting long term solutions to the current economic crisis in New York state. If we are smart enough to study history New York will lead the country in growth.

**Donald Carey, Executive Vice President, First American Title Insurance Company of New York**

“Community Healthcare Network is proud to be a member of the BALCONY coalition, as we work together, with Business and Labor to provide accessible and affordable Health Care for all New Yorkers.”

**Catherine Abate, President and Chief Executive, Community Healthcare Network**

“The American Cancer Society is engaged in a nationwide campaign to bring high quality, affordable, accessible health care to everyone, and BALCONY is proving to be an excellent forum to develop ideas and foster strong partnerships here in New York State.

**Peter Slocum, Vice President for Advocacy, American Cancer Society**

“BALCONY creates a common ground for the common good.”

**Robert Hayes, Senior Vice President, Health Quality Universal American Corporation**

“BALCONY is an organization that is addressing the needs of both labor and business during these changing times.”

**Joseph Berardo Jr. President & CEO, MagnaCare**

“**Clearly** there are good organizations that put like minded people together, we looked at many chambers, and found that BALCONY is the best for us. BALCONY understands what business and labor are interested in and appreciates that the concept of public private partnership could be the wave of the future.”

**Brian Ousterhout, Director of Business Development, MJ Engineering and Land Surveying, LLC**

“We joined BALCONY primarily because of infrastructure issues, rising health care costs and to have another means to explore the value of building affordable housing with union building trades. We are committed to building bridges in our industry and BALCONY opens up a dialogue with management and small business.”

**Bill Hohlfeld, Coordinator, Local 46 Metallic Lathers & Reinforcing Ironworkers Labor – Management Cooperative Trust**

“BALCONY - Rochester has been looking for areas of agreement among unions, small businesses and community groups, especially on affordable and effective health care.”

**Jim Nofziger, Co-Chair, BALCONY Rochester**