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Insurer expanding presence in region

*By Shawn Piatek
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UPMC Health Plan is planning to expand its presence in the region, The Tribune-Democrat has learned.

The company confirmed Friday it is in the process of relocating its Richland Township office as well as increasing its staff size.

“We’re looking to grow our presence in the Johnstown area,” said Michael Taylor, head of marketing for UPMC Health Plan. “We have a nice toehold of business in that area and we’re looking to grow upon those roots.”

Taylor said the office’s employment level effectively will double. When the office was established in 2002, it had just two workers and now plans to soon expand to 10.

Included in the additional personnel staffing the office is Dr. Richard Cartwright, regional medical director for UPMC Health Plan. He splits his time between Johnstown and Pittsburgh and now will be in the Flood City full time.

To accommodate the growth, the health plan is leaving its Budfield Street location for a more spacious office at the Richland Plaza, 1219 Scalp Ave. The site formerly was an AmeriServ Financial branch office.

The group expects to complete the move next week.

“We want to make sure our account managers are regionally located because it gives employers more access,” Taylor said. “It allows us to provide the best level of service possible.”

The Johnstown office handles sales and client services for employers of all sizes and offers multiple product lines.

It is responsible for serving members and employer groups in nine counties in southwestern Pennsylvania.