



## **County of Cayuga Health Insurance Consortium Health Insurance Advisory Committee**

Meeting Minutes of January 24, 2013

**Quorum Members Present:** Michelle Anthony (Co Legis Rep), James Orman (Co Treasurer), Evie Goodman (Sheriff Rep), Mike Russell (Co HR ), Wanda Jakaub (S&W Dir Rep), Mike Gruver (SEACC), Alice Sears (NYSNA), Eric Zizza (Faculty), Penny Herrling (Ed Supp), Doug Hart (Admin Prof)

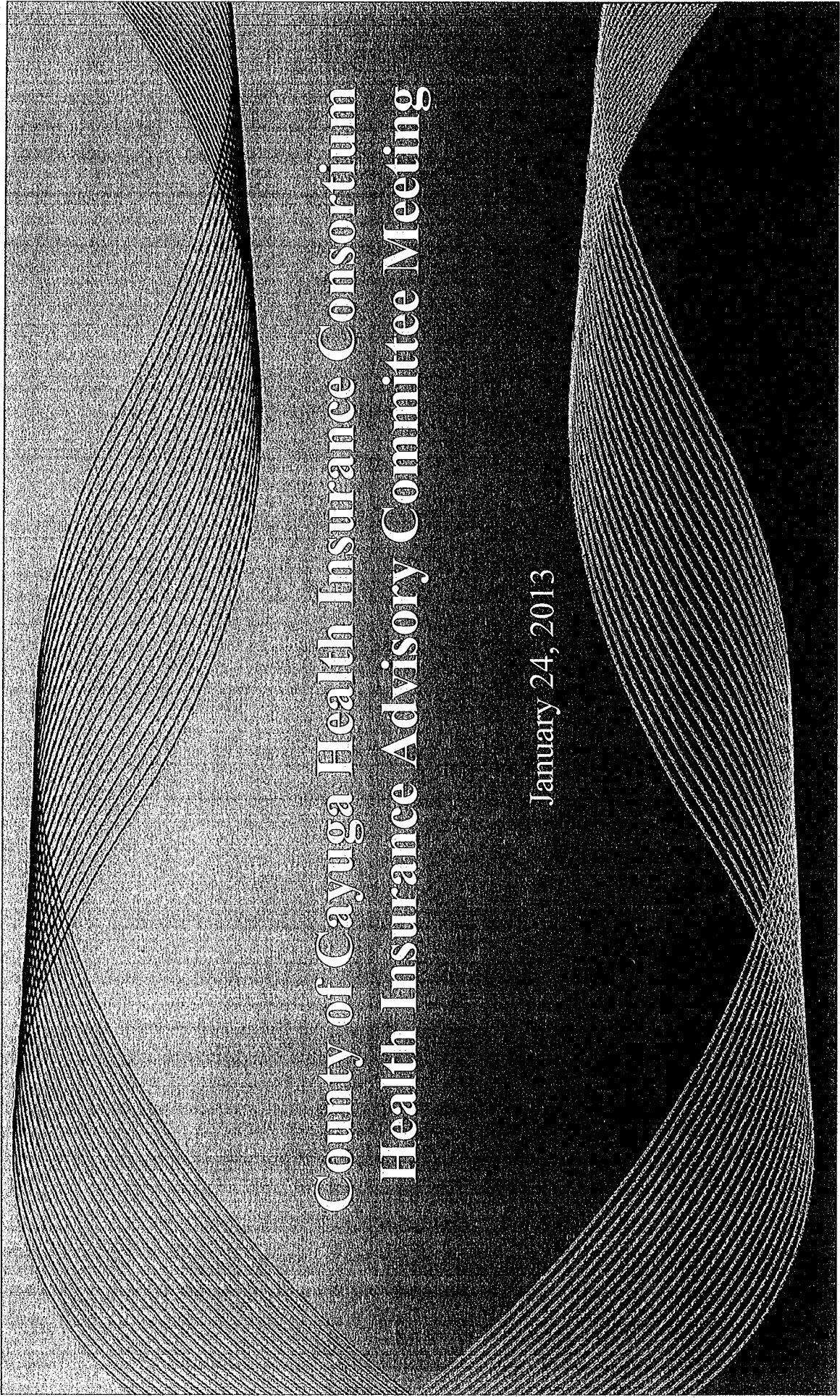
**Quorum Members Not Present:** (Co Admin), (CCC VP), (CCC HR), (CCC Comptroller), (DPSA), (CSEA), (AFSCME)

**Others Present:** Judy Tyo, Zach Zuckerman, Brian McNaney, Jen Bartell, Cortney Haberlau, Marla Connelly, Cortney Haberlau, Lynn Marinelli, Kathy Johnson, Lisa Miller

Meeting began at 10:00 am.

1. Re-organization:  
Michele Anthony & Eric Zizza nominated and elected for Co-chair of committee  
Marla Connelly nominated and elected for Secretary
2. First Niagara – Judy Tyo & Zach Zuckerman: new consultants for the consortium. Introduction and overview of their operation – notes attached.
3. Board of Directors update:  
Information requests should be directed to the board not directly to the consultants  
2010 Audit is completed, 2011 expected in next 60-90 days
4. Rx drug plan changes – summary of plans and which units affected
5. Vision Plan – summary of plans and which units affected

**Next meeting will be Thursday, April 11 at 10 am at Soil & Water**



County of Cayuga Health Insurance Consortium  
Health Insurance Advisory Committee Meeting

January 24, 2013

## WHO IS FIRST NIAGARA BENEFITS CONSULTING?



**First Niagara Benefits Consulting (FNBC) is a division of First Niagara Risk Management (FNRM) which is a wholly owned subsidiary of First Niagara Financial Group, Inc. (FNFG), a publically owned company. FNBC, through its predecessor organizations, has provided consulting services to a wide variety of industries and employers since 1968.**

**We partner with forward-thinking clients in the areas of employee benefits programs, claims analysis / predictive modeling, benefits administration, and property / casualty risk management. Our current client base comprises prestigious municipal corporations, leading-edge health care systems, multi-national manufacturers, statewide associations and regional financial firms.**

**First Niagara Benefits Consulting employs 110 individuals that specialize in all areas of employee benefits and risk management.**

# CAYUGA COUNTY CONSORTIUM'S CONSULTANT TEAM



## **Zachary Zuckerman, GBA First Vice President**

Zach provides employee benefits consulting and brokerage services for clients nationally. Zach holds a New York State Life, Accident and Health license, has obtained the designation of Group Benefits Associates and is a graduate of Leadership Greater Syracuse. As lead consultant, Zach will be responsible for the daily management of the Cayuga County Consortium's partnership. Zach has an active, ongoing role with all of his clients. He has 15 years in the employee benefits field and has held a position on the Excellus Blue Cross Blue Shield and MVP Health Plan advisory boards.

## **Judy Tyo, CEBS, Fellow-ISCEBS, RHU Vice President**

Judy has been with First Niagara for ten years and has over 20 years of experience in the employee benefits industry. Judy is responsible for consulting and servicing employer groups in all areas of employee benefits. As your consultant, she is the key person that manages your account. She holds a New York State Life, Accident and Health license and has obtained the designations of Certified Employee Benefit Specialist and Registered Health Underwriter.

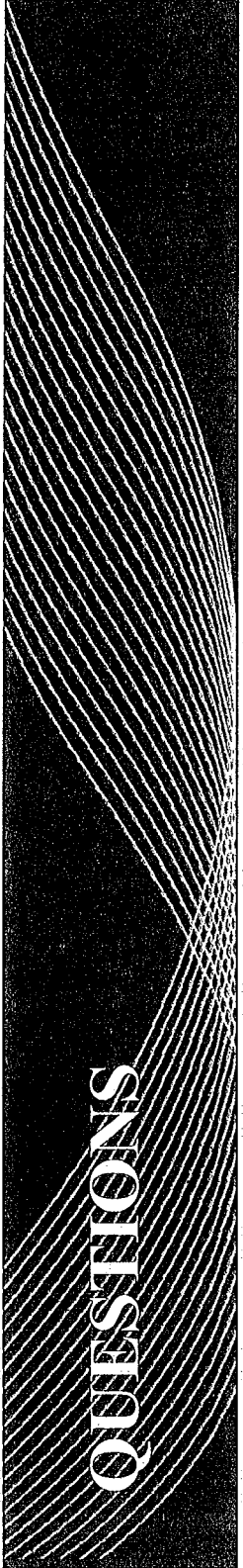
## HOW CAN WE HELP?



First Niagara was pleased to hear that the Cayuga County Consortium had a Health Insurance Advisory Committee. Our experience shows this to be an excellent venue for education, information and transparency.

First Niagara can provide this Committee with critical information that will assist in your strategic decision making process. Typical items for discussion include the following:

- Detailed information on what is driving your health care costs with ongoing utilization review
- Benchmark information on your benefit plan components against other regional municipalities of similar size
- Impact of Trend to your health care costs
- Impact of Health Care Reform to Cayuga County Consortium and its members
- Strategic Recommendations and Solutions



# QUESTIONS