



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

Board of Directors

Meeting Minutes of January 28, 2021

Web-based Meeting

**Members Present:** Eric Zizza, Marie Nellenback, Sean Corcoran, Bob Gauthier, Wanda Jakaub, Lynn Marinelli, Ben Vitale, and Lisa Miller

**Other Present:** Greg McLoughlin (USI), Zachary Zuckerman (USI), Anastasia Araya (USI), Debra Dobroski (USI), Pam Landon, Jim Orman, and Lisa Lippoldt

Meeting called to order at 10:46 a.m.

- *Motion to approve consent agenda and previous minutes by S. Corcoran and seconded by M. Nellenback. Motion carried.*
- **Election of Officers for 2021**
  - *Motion to accept slate of officers for 2021 as they stand from last year and as they are listed below by S. Corcoran and seconded by M. Nellenback, motion carried.*
    - *Chair – Eric Zizza*
    - *Vice-Chair – Lynn Marinelli*
    - *Secretary – Lisa Miller*
- **USI**
  - **Financial Review** – A financial update was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
    - **YTD Premium Equivalent** - Total plan costs (claims and fixed expenses) were \$21,613,940 which provides an estimated surplus of \$181,772. (This is not inclusive of Rx rebates of \$1,330,645.
    - **Large Claims** - There were 61 members with claim costs over \$50,000 with a total paid at \$6,384,945. Two claimants have exceeded the stop loss deductible of \$375,000 with total claim expenses of \$830,270, resulting in stop loss reimbursement of \$80,270 through 12/31/20. The Consortium has a 12/15 contract and USI will monitor the stop loss claimant reimbursements through 3/31/21.

- **Prescription Drugs** - Prescription drugs represent 41.8% of the total claim costs.
  - Reported Clinical Concierge Program savings for 2020 of \$207,000
  
- **Budget/Fund Balance** -
  - **Estimated surplus of 2020 is \$755,655**
  - Sean asked if the million owed to Excellus for 2019 from 2018 was factored in. – Yes, it is no longer a payable or liability.
  - Goals for Fund Balance to be discussed at a later time.
    - We are currently meeting state requirements
    - The industry guidelines are 2.5% of the premium.
    - How conservative do we want to be?
  
- **Topics For Discussion** -
  - **Excellus Dental “Go-Live”**
    - Discussion that new cards were sent out
    - Goal will be to modernize the Dental plan in the future.
  
  - **Article 47/Prescription Drug Contracting**
    - USI has negotiated enhanced terms with Excellus for the 2021 and 2022 plans years
      - Excellus has revised Rx contract to offer an additional .5% discount on generics
      - 86% of drug fills were generic in 2020
      - Estimated value based on claim file (10/19 -9/20) is \$85,679
      - Additional savings could still potentially be achieved through self-funding
        - Aggregator Discounts (less Rx Integration Fees)
        - Custom Formulary
        - Specialty Copay Assistance
    - Conversations with County to push for changes to NYS Insurance Law
      - Meeting took place as stated by Eric
      - Some people met with Aileen McNabb-Coleman to discuss what needs to be asked of the State and a bill was mentioned by Greg and Zach – Bill #A01448.
        - Does this bill address what we need it to? (link - [https://assembly.state.ny.us/leg/?default\\_fld=&bn=A1448&term=2013&Memo=Y](https://assembly.state.ny.us/leg/?default_fld=&bn=A1448&term=2013&Memo=Y))
        - Need to provide all information to Aileen to discuss with State Rep regarding the barriers that are

holding us back – to get response for is there a way to move forward?

- Why it will be helpful to the Consortium and the Community.
- Eric will provide the memo to County Chairperson, Aileen.

- **Wellworks -**

- As we move away from Blue4U and towards Wellworks –
  - Needing forms to be filled out by doctors.
  - Need to still view completed packets before it gets mailed to members.
  - Sub-committee will meet to discuss and finalize details.

- **Goals for 2021**

- USI Coordinating Utilization Review with Excellus Medical Director (ideally for March)
- Pharmacy Plan Optimization
  - Best accomplished through self-funding
  - Renewal of Rx Clinical Concierge Program
- Shared Services Opportunities
  - Rx Savings through Excellus can be quantified at year end
- Increased participation in Wellness Plan
- Earlier Evaluation of Medicare Advantage Plan Opportunities
- “Modernize” Dental Plan
- Budget with intent to increase reserves and fund balance

- **Old Business** – None

- **New Business** –

- Continue with Board meetings in virtual meeting format until further guidance is given possibly in the fall.
- Continue with meetings on the fourth Thursday of each month except for Nov. and Dec. when changed to third Thursday due to holidays.
- *Motion to approve the 2021 meeting schedule as presented by S. Corcoran and seconded by L. Marinelli. Motion carried.*

- **Future Agenda Items/Board Member Concerns**

- Goal is to have a fund balance discussion for future

- **Adjournment**

- *Motion to adjourn at 12:05 p.m. by S. Corcoran; seconded by M. Nellenback. Motion carried.*

**Next meeting scheduled for Thursday, February 25, 2021 at 10:30 am  
via a web-based meeting**

**Accessible by calling: 1 (314)-888-1153 and entering access code: 179 207 5617**

Cayuga County Consortium Monthly Board Meeting Minutes		Date:	1/28/2021
<b>Attendees</b>		Eric Zizza, Lisa Miller, Pam Landon, Lynn Marinelli, Sean Corcoran, Wanda Jakaub, Jim Orman, Lisa Lippoldt, Bob Gauthier, Ben Vitale, Marie Nellenback	
		USI Insurance: Greg McLoughlin, Zach Zuckerman, Anastasia Araya. Deb Dobrowski	
Key Points Discussed			
No.	Topic	Highlights	
1	Year to Date Financial Review 1/1/2020- 12/31/2020	<ul style="list-style-type: none"> <li>• Compared to claim data through November 2019-               <ul style="list-style-type: none"> <li>○ # of employees/retirees decreased 1%</li> <li>○ # of members decreased 2%</li> <li>○ Total per member plan costs decreased by 2.6%. <b>Health plan experienced negative trend for 2020!</b></li> <li>○ \$6,384,945 in payments for large claimants over \$50K in 2020, compared to \$6,911,862 in payments for large claimants over \$50K in 2019</li> <li>○ \$80,270 in Stop Loss Reimbursements for 2020; \$77,738 throughout 2019</li> <li>○ Prescription drug claims accounted for 41.3% of current claim spend; figure has lowered throughout 2020.</li> </ul> </li> <li>• When comparing expenses vs. year to date premium, there is a <b>surplus</b> of \$181,772</li> </ul>	
2.	Fund Balance / Reserves	<ul style="list-style-type: none"> <li>○ Estimated surplus of \$755,655 between overall expenses and income for 2020 which strengthened net position from prior year</li> </ul>	
3.	Prescription Drug Contract / Article 47	<ul style="list-style-type: none"> <li>○ Excellus BCBS' revised pharmacy contract offer (on fully insured basis) improves generic discount by .5%</li> <li>○ Still an opportunity within self-funded arrangement to take advance of other pricing models, formulary customization, and manufactures assistance programs</li> </ul>	

3.	Goals and Strategies for 2021	<ul style="list-style-type: none"> <li>▪ USI coordinating Utilization Review with Excellus Medical Director (ideally for March)</li> <li>▪ Pharmacy Plan Optimization <ul style="list-style-type: none"> <li>- Best accomplished through self-funding</li> <li>- Renewal of Rx Clinical Concierge Program</li> <li>- Shared Services Opportunities</li> <li>- Rx Savings through Excellus can be quantified at year end</li> <li>- Increased participation in Wellness Plan</li> </ul> </li> <li>▪ Earlier Evaluation of Medicare Advantage Plan Opportunities</li> <li>▪ "Modernize" Dental Plan</li> <li>▪ Budget with intent to increase reserves and fund balance</li> </ul>
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<b>Deliverables Discussed / Outstanding</b>			
<b>No.</b>	<b>Action Item(s)</b>	<b>Owner</b>	<b>Target Date</b>
1.	Engage wellness subcommittee to approve 2021-member communication materials. Distribute to members as soon as possible	USI	February 2020
2.	Compile memo to submit to County Legislature regarding challenges and opportunities with respect to Article 47	USI/ Eric	ASAP
3.	Strategize / source quote to send MD Live postcards to plan participants	USI / Consortium Entities	February 2020
4.	Market Medicare Program May 2021	USI	May 2021
5.	Evaluate opportunity / Cost of revising dental fee schedules ahead of 2022 Open Enrollment	USI	August 2020
<b>Information Distributed</b>			
<b>-Insurance Presentation for January –December 2020 claim period</b> Year to Date Financial and Utilization Review			

