



County of Cayuga Health Insurance Consortium

Board of Directors

Meeting Minutes of April 23 , 2020

Web-based Meeting

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

Other Present: Greg McLoughlin (USI), Zachary Zuckerman (USI), Pam Landon, Jim Orman, Nicole Sedorus, Todd Webb, and Lisa Lippoldt

Meeting called to order at 10:36 a.m.

- ***Motion to approve consent agenda and previous minutes by M. Nellenback and seconded by S. Corcoran. Motion carried.***
- **USI** –
 - ***Quarterly Financial Update*** – A financial update was presented by Greg McLoughlin of USI - ***Notes attached. – Presentation attached***
 - ***Further Discussion & Vote on Wellness Strategy*** –
 - Discussion regarding wellness strategy and voted on Option 1 (as shown in attached presentation)
- ***Motion to approve Wellness Option 1 by S. Corcoran and seconded by L. Marinelli, which will include onsite screening or completion of an annual exam form from a primary care physician from Nov. 2019 to Oct. 31, 2020. This will allow for an incentive of \$180/yr. single or \$360/yr. couple for 2021. Then for 2021 to be launched at the beginning of 2022, there will be no onsite screening only a physical from a primary care physician w/o biometrics captured from Nov. 1st to Oct. 31st. Incentive will then be \$500 per year or a 10% premium differential. Motion carried.***

Topics for Discussion

- ***Blue4U Clinical Report Review (if available)*** – Not available – Should be available for the May meeting.

- **Article 47 Update** – presented by Zachary Zuckerman
 - Audit will need to be done
 - Discussion regarding a presentation that Lynn and Todd heard regarding trying to split the RX piece from the medical.
 - Eric stated in the past we were unable to split the two and Greg will ask the legal question and try to get the Board an answer if it can be done?
 - Then there is also a possibility that the PPO rates for the City may increase if we move to community rated. Jim Brahm is currently looking into this and will present it at the next meeting.
 - The Legal fee to move to Article 47 is probably the largest piece of the cost. (approximation of \$20,000)
 - Unable to answer the time frame to complete, but think maybe sometime in 2021 – a large part of process is already complete.
 - Continue to move forward with process, unless we come across a reason it won't work.
 - The cost of PPO rate increase is not a real reason to stop the process, because cost would eventually go up anyway.

- **Year to Date Budget** – 1st Quarter (Jan. – April) to be presented by Greg at the May meeting

- **Dental RFP** – USI is currently working on it.

- **Old Business**

- **New Business**

- **Future Agenda Items/Board Member Concerns**
 - Board to review Municipal Agreement at a future meeting
 - Financial Audit – May meeting
 - Blude4U Findings Report – Present at the May meeting

- **Adjournment**
 - *Motion to adjourn at 11:59 a.m. by S. Corcoran; seconded by L. Marinelli, motion carried.*

**Next meeting scheduled for Thursday, May 28, 2020 at 10:30 am
via a Web-based meeting**

Accessible by calling: 1 (314)-888-1153 and entering access code: 716078219

Cayuga County Consortium Monthly Board Meeting Minutes		Date	4/23/2020
Attendees		Eric Zizza, Lisa Lippoldt, Lisa Miller, Chris Palermo, Jim Orman, , Wanda Jakaub, Pam Lydon, Bob Gauthier, Cortney Haberau, Lynn Marinelli, Nicole Sedorus, Ben Vitale, Todd Webb	
		USI Insurance: Greg McLoughlin/Zach Zuckerman	
Key Points Discussed			
No.	Topic	Highlights	
1.	Year to Date Financial Review 1/1/2020- 3/31/2020	<ul style="list-style-type: none"> • Compared to claim data through March 2019- <ul style="list-style-type: none"> ○ # of employees/retirees decreased 1% ○ # of members decreased 2% ○ Total per member plan costs increased by 4% ○ \$447K in payments for large claimants over \$50K in 2020, compared to \$310K in payments for large claimants over \$50K in 2019 ○ \$0 in Stop Loss Reimbursements in either year • When comparing expenses to year to date aggregate premium equivalents, there is a surplus of \$44,759 	
2.	Wellness / Population Health Management	<ul style="list-style-type: none"> • Recap of two wellness incentive options for the 2021 plan year was provided. <ul style="list-style-type: none"> ○ Option 1 would allow plan participants to satisfy requirement through either having annual physical OR participate in biometric screenings in the fall ○ Option 2 would mirror current program that consists solely of biometric screenings. • Board has voted on Option 1 <ul style="list-style-type: none"> ○ Incentives for 2021 will be the same as they were in 2020 (max discount of \$180 per year for single enrollees and \$360 per year for those who cover spouse). ○ USI to engage vendor for tracking of physician forms. 	
3.	COVID-19 Claim Impact	<ul style="list-style-type: none"> • USI's actuaries have developed claim forecasting tool which projects added costs related to COVID-19 claims vs. cost avoidance related to other elective procedures during the outbreak. The best guess estimate is that between April and August 2020, there would be a net negative claim impact between - 1.1% and 1.7% which would equate to between \$95,000 and \$147,000 in cost avoidance 	
4.	Article 47 Update	<ul style="list-style-type: none"> • USI has had conversations with potential Legal and Accounting Service providers regarding the costs of services under an Article 47 Consortium. No formal quotes were provided but the potential prescription drug savings would be expected to outweigh added costs. • One of the hurdles under Article 47 would be the requirement to Community rate plans as certain plans are only offered to individual populations. Community rating the plans could have an impact on the premium equivalents. 	
5.	Telemedicine Registration/ Utilization	<ul style="list-style-type: none"> • There was a large increase (+98) in participants registered with MD between Feb. and March 2020. Utilization in March however has been lower than prior two months so far in the 2020 plan year. 	

Action Plan			
No.	Action Item(s)	Owner	Target Date
1.	Report detailing savings from Clinical Concierge Program will be available for May Meeting	USI	May Board Meeting
2.	Dependent Eligibility Audit – Consortium requested quote in February meeting for cost and expected return for third party dependent eligibility audit.	USI	May Board Meeting
3.	USI to provide impact to current plan rates under the community rated methodology	USI	May Board Meetings
4.	USI to confirm if Rx plan can be carved out of Consortium which would allow individual entities to self-fund prescription drug plan	USI	May Board Meeting
5.	Present year to date budget update once financial information is made available by Consortium	USI / Consortium	May Board Meeting
6.	Implementation of wellness vendor for annual physical option tracking. USI to work on setup and provide Consortium with necessary forms for signature	USI	May Board Meetings
7.	Dental RFP – Board had voted in prior meeting to go through RFP process for Dental services as LBS is exiting the market at the end of current plan year. The agreed upon strategy is to leverage the combined size of the Consortium Dental plan along with the City and College's separate plan offering.	USI / Individual Entities (Still awaiting census information from College)	June 2020

Information Distributed
-Insurance Presentation for January - March 2020 claim period <ul style="list-style-type: none"> ○ Year to Date Financial Review