



County of Cayuga Health Insurance Consortium
Board of Directors
Meeting Minutes of May 28, 2020
Web-based Meeting

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

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

Meeting called to order at 10:30 a.m.

- ***Motion to approve consent agenda and previous minutes by B. Gauthier and seconded by W. Jakaub. Motion carried.***
- **USI** –
 - ***Financial Review – 1/1/20 to 4/30/20*** – A financial update was presented by Greg McLoughlin of USI - ***Notes attached. – Presentation attached***
 - ***Comparison of 2020 Fiscal Budget to Actual*** – Comparison was presented by Greg McLoughlin of USI - ***Notes attached.***

Topics for Discussion

- ***Prescription Drug “Carve -Out”*** –
 - Per NYS Requirement, Municipal Cooperatives are required to provide state mandated benefits which include certain prescription drugs such as insulin and diabetic supplies.
 - Excellus BC/BS has responded stating that under their minimum premium product, prescription drug coverage must be included.
 - Article 47 would give us more flexibility than just going with the carve out.
- ***Article 47/Self Funding Feasibility***
 - ***Community Rating Requirements under Article 47***
 - Classic Blue Plans w/out edits: reduction by approx.. 5-6%
 - Plans w/edits: no change
 - Classic Blue (City): reduction by approx.. 12-15%
 - PPO: Increase by approx. 23-27%

- Discussion continued regarding the PPO plans and the increase
 - Greg is going to contact the City (Bob, Sean and Todd) to discuss further.
 - **Wellness /Population Health Update –**
 - During the March meeting, the Board approved an alternative wellness strategy that would allow a member to satisfy the requirement through tracking an annual physical. The noted cost for a vendor to track and report was \$16 per form.
 - Recently, USI had negotiated a more preferential arrangement with a discounted price of \$10 per form. The cost of electronic communication materials is included but the USI would also recommend a postcard campaign at a cost of \$75 plus \$1.25 per mailed card.
- ***Motion to approve the vendor change and accept the new price of \$10.00 per form instead of \$16.00 per form by S. Corcoran and seconded by B. Gauthier. Motion carried.***
- ***Motion made to approve postcards being sent out to all active participants at a cost to the Consortium by S. Corcoran and seconded by L. Marinelli. Motion carried.***

Future Discussion Items

- Provider engagement and reporting were temporarily hindered by Covid-19
 - Initial savings report forthcoming
 - Excellus stands by their savings guarantee
- Employer Group Waiver Program (EGWP)
 - Applies to Rx coverage for Medicare Eligible Retirees
 - Prescription Drug Savings at time of claim; in lieu of RDS
 - Quote received and pending analysis
- 2019 Financial Audit
 - Auditors scheduled to present during the June meeting.
- Dental RFP
 - Currently in information compiling state; submission pending
- **Old Business**
- **New Business**
 - Eric asked a question about flex plans – He has had people ask him if the State has made any provisions for those who have flex plans and will not be able to use the money this year due to the COVID-19 situation?

- Greg said yes there are provisions in place:
 - IRS allowing for over the counter drugs to count
 - Allow for a rollover increase from \$500 to \$600 this year
 - Will also allow you to stop your flex plan mid-year due to COVID if you don't think you can use it by year end.
 - Any further questions, please feel free to refer to Greg M. and he would be happy to respond.

- **Future Agenda Items/Board Member Concerns**
 - Board to review Municipal Agreement at a future meeting

- **Adjournment**
 - *Motion to adjourn at 12:00 p.m. by S. Corcoran; seconded by L. Marinelli, motion carried.*

**Next meeting scheduled for Thursday, June 25, 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	5/28/2020
Attendees		Eric Zizza, Lisa Lippoldt, Lisa Miller, Jim Orman, , Wanda Jakaub, Pam Lydon, Bob Gauthier, Cortney Haberau, Lynn Marinelli, Nicole Sedorus, Ben Vitale, Sean Corcoran	
		USI Insurance: Greg McLoughli, Zach Zuckerman, Jim Braham, Mark Converse	
Key Points Discussed			
No.	Topic	Highlights	
1.	Year to Date Financial Review 1/1/2020- 4/30/2020	<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 decreased by 2% ○ \$943K in payments for large claimants over \$50K in 2020, compared to \$828,K in payments for large claimants over \$50K in 2019 ○ \$0 in Stop Loss Reimbursements in either year • When comparing expenses year to date vs. aggregate premium equivalents, there is a surplus of \$359K. 	
2.	Budget Projections vs. Actual	<ul style="list-style-type: none"> • USI provided budget tracking through April 2020. • Deviation of Projected vs. Actual (Annualized) Income: -\$879K • Deviation of Projected vs. Actual (Annualized) Expenses: - \$1.7M • In annualizing the net income through April, the year-end balance would see a gain of \$2,527,523* <p><i>*From an underwriting perspective, the claim months of March and April (and May) were expected to be artificially low due to cost avoidance of medical care during COVID-19.</i></p>	
3.	Prescription Drug Carve-Out	<ul style="list-style-type: none"> • Per NYS requirements, Municipal Cooperatives are required to provide state mandated benefits which include certain prescription drugs such as insulin and diabetic supplies. • Excellus BCBS has responded stating that under their minimum premium product, prescription drug coverage must be included • USI to see if other carriers in the market offer similar financing arrangements for medical coverage only. 	
4.	Article47 Update	<ul style="list-style-type: none"> • In applying for an Article 47 certificate, all plans within the Consortium will have to be community rated. Expected Impact to each plan would be: <ul style="list-style-type: none"> ➤ Classic Blue Plans w/out edits: reduction by approx. 5-6% ➤ Plans w/ edits: no change ➤ Classic Blue (City): reduction by approx. 12-15% ➤ PPO: Increase by approx. 23-27% • Evening the differential of the Single vs. Family rates across all plans would have additional impact. 	

5.	Wellness / Population Health	<ul style="list-style-type: none"> Discounted pricing of \$10 per physician form was presented; Board voted in favor of this option. Board also approved strategy for postcard communication; cost is \$75 for design and \$1.25 per mailing
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Action Plan			
No.	Action Item(s)	Owner	Target Date
1.	Report detailing savings from Clinical Concierge Program will be available for May Meeting	USI	June Board Meeting
2.	Dependent Eligibly Audit – Consortium requested quote in February meeting for cost and expected return for third party dependent eligibility audit. <i>-still pending quote as of June 2020</i>	USI	May Board Meeting
3.	Continue to discuss impact to various entities / Unions that would occur under Community Rating method	USI	Q3 2020
4.	Implementation of wellness vendor for annual physical option tracking. USI to work on setup and provide Consortium with necessary forms for signature	USI	Q2 2020
5.	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 the leverage the combined size of the Consortium along with other entities separate plan offerings.	USI	June 2020

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