



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

Board of Directors

Meeting Minutes of July 22, 2021

Hybrid Meeting

**Members Present:** Tom Corcoran alternate for Marie Nellenback, Lynn Marinelli, Sean Corcoran, Bob Gauthier, Wanda Jakaub, Lisa Miller and Eric Zizza came in at 11:40 am

**Other Present:** Greg McLoughlin (USI), Zachary Zuckerman (USI), Cortney Haberlau, Jim Orman, Pam Landon, and Nicole Sedorus

Meeting called to order at 10:41 a.m.

- *Motion to open the meeting by B. Gauthier and W. Jakaub at 10:41 am. Carried*
- *Motion to approve consent agenda and previous minutes by S. Corcoran and seconded by B. Gauthier. Motion carried.*
- **USI**–
  - **Financial Update - Medical** – A financial update was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
    - **Net Paid Claims** – Down 4.2% for 2021.
    - **Large Claims** - There were zero claim costs for 2021.
    - No large claimant adjustments to the forecast.
  - **Financial Update – Dental** - A financial update was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
    - **Paid Claims** – 86.5% of projected claims were paid for June.
    - Dental plan has a surplus of \$66,615 through June 2021.

- **Financial Forecast for Medical & Dental** - A financial forecast was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
  - Stop loss without laser priced out at a very favorable rate.
  - Rate forecast for Medical is not more than 1% - Board needs to further determine if they want to hedge a bit for future increases.
  - Rate forecast for Dental is that rates are over by about 10%. – Will look at making enhancements to the plan and widening the network.
  
- **Medicare Advantage Plan Update** –
  - Awaiting quotes and market feedback to provide a comparison.
  - Should have information for August 2021 meeting.
  
- **Old Business** –
  - **Municipal Cooperative Agreement** – To be discussed more in depth at the working group meeting directly following this meeting.
  - **USI Agreement** – To be discussed more in depth at the working group meeting directly following this meeting.
  
- **New Business** –
  
- **Future Agenda Items/Board Member Concerns** -
  
- **Adjournment**
  - *Motion to adjourn at 11:50 a.m. by S. Corcoran; seconded by W. Jakaub. Motion carried.*

*Submitted by Lisa Miller*

**Next meeting scheduled for Thursday, August 26, 2021 at 10:30 am**

Cayuga County Healthcare Consortium  
 February Board Meeting  
 USI Meeting Minutes  
 Submitted by Greg McLoughlin  
 Thursday, July 22nd, 2021

**Attendees:** Greg McLoughlin, Zachary Zuckerman, Cortney Haberlau, Jim Orman, Pam Landon, and Nicole Sedorus, Lynn Marinelli, Sean Corcoran, Bob Gauthier, Wanda Jakaub, Lisa Miller, Eric Zizza

**Financial / Utilization Review Notes:**

- I. Plan Experience through June 2021:
  - Year to Date claim experience is running at 96% of projected
  - Surplus of \$695,766 when comparing Year to Date 2021 medical claims and admin against budgeted amount.
  - When annualizing year to date claims vs. prior year, claims are running at a 4.2% decrease overall and a 2.6% increase per contract per year (given the lower number (-6.6%) of subscribers in 2021).
  - There have not been any large claimants that have breached 50% of the Stop Loss Deductible.
  
- II. Dental Plan Utilization through June 2021:
  - a. Dental plan expenses year to date running at 86.5% of projected, resulting in surplus of \$66,615.
  - b. Dental plan expenses in 2020 were 73.7% of projected, resulting in a surplus of \$135,963.
  
- III. Initial Renewal Projection:
  - a. Increase of 7.1% projected for Medical Rates
  - b. Decrease of 3.9% projected for Dental Rates

**Required Follow-Up Items:**

Item	Assigned To:
USI to present financial impact to increase dental plan fee schedules to “modernize” PPO.	USI
Market Medicare Advantage Plan for 2022	USI
USI to start process of developing collateral to inform other potentially interested municipal corporations about the program. Will bring to Board after	USI
USI to present updated consulting agreement prior to end of year	USI
Further discussion around Municipal Cooperative and Consulting Agreements required	Board / USI