



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

Board of Directors

Meeting Minutes of August 26, 2021

Hybrid Meeting

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

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

Meeting called to order at 10:40 a.m.

- ***Motion to approve consent agenda and previous minutes by W. Jakaub 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 3.4% for 2021.
    - 2021 plan year is running well
    - ***Large Claims*** - There was 1 large claim cost for 2021 amounting to \$207,151.
    - No significant large claimants through July of 2021 and the 1 amounts to only 2% of the total claims for the year.
    - Does not foresee a problem with the stop loss renewal based on the large claimant forecast
    - USI asked Jim Orman/MaryBeth to work with them on a report for Sept. to give a better oversight of fund balance for better determining the rates which will be presented in Sept.

- **Financial Update – Dental** - A financial update was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
  - **Paid Claims** – 83.7% of projected claims were paid for through July.
  - Dental plan has a surplus of \$84,973 through July 2021.
  - Dental rates seem to be high so USI is looking into making enhancements to the plan to match up with the rates. Should have information available for the September meeting.
  
- **Medicare Advantage Plan Update** –
  - 2022 Medicare Advantage Plan Options were made available
    - 3 Options presented were:
      - Excellus BCBS – rates to be determined in Sept.
      - Broome County Purchasing Alliance – (United Healthcare))
      - USI Municipal Purchasing Program – (Aetna)

	<b>Excellus BCBS (Current)</b>	<b>Broome County Purchasing Alliance</b>	<b>USI Municipal Purchasing Program</b>
<b>Provider</b>	Excellus	United Healthcare - PPO	Aetna - PPO
<b>RX</b>	RX- \$5/\$15/\$30	RX- \$0/\$5/\$20	\$4/\$15/\$30
<b>RX Formulary</b>	Closed	Open	Open
<b>Rate</b>	Rate - <b>\$325.00</b> /retiree	Rate - <b>\$260.00</b> per retiree	Rate - <b>\$216.53</b> per retiree
<b>Increases</b>	Yearly	No inc. 2 yrs./steady 3 yrs.	No inc. for 1 yr./steady 2 yrs.
<b>Deadline</b>	<b>September 15<sup>th</sup></b>	<b>September 15<sup>th</sup></b>	<b>September 15<sup>th</sup></b>

- Options were discussed in further detail
  - Broome & USI plans are both PPO plans
  - Broome & USI plans both qualify for NYS Shared Services Savings
  - Have to have built into the shared savings plan by Sept. 30<sup>th</sup>
- Bring options back to the Board of each entity for further discussion and to choose the plan they would like to use.
- USI will check with Excellus is they will be willing to provide them with information to run a Disruption Analysis on the RX formularies so entities can better decide which program is best for them.
- Excellus and United Healthcare are widely accepted, Aetna not as accepted in places.
- Networks should not be an issue for Broome and USI plans.

- **Old Business** –
  - **Municipal Cooperative Agreement** – Discussed in further depth
    - Lynn reported on her legal discussion with Chief Assistant County Attorney, Rich Graham and clarification on the meaning of a few statements in the agreement.
    - Discussion in great length about the section regarding new members leaving and what they are entitled to or not if and when they leave
    - Discussion regarding exiting of long term members and what they are entitled to.
    - Lynn will bring this back to Rich to work on an addendum for the September meeting.
    - This will allow the Board to extend the current contract in its current form for one additional year.
    - No changes will be made to the agreement now and any that are made during the next year will need to be presented to each entities' Board for final approval.
    - Eric thanked Lynn for moving forward with this and for seeking Counsel's assistance with the matter.
  - **USI Agreement** – To be discussed at the Sept. meeting.
- **New Business** –
- **Future Agenda Items/Board Member Concerns** -
- **Adjournment**
  - *Motion to adjourn at 12:50 p.m. by B. Gauthier; seconded by S. Corcoran. Motion carried.*

*Submitted by Lisa Miller*

**Next meeting scheduled for Thursday, September 23, 2021 at 10:30 am**

Cayuga County Healthcare Consortium  
Board of Directors Monthly Meeting  
USI Meeting Minutes  
Submitted by Greg McLoughlin  
Thursday August 26<sup>th</sup>, 2021

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

**Financial / Utilization Review Notes:**

I. Plan Experience through July 2021:

- Year to Date claim experience is running at 97.7% of projected
- Surplus of \$714,782 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 3.4% decrease overall and a 3.6% increase per contract per year (given the lower number (-6.7%) of subscribers in 2021).
- There is one large claimant that has breached 50% of the Stop Loss Deductible with a total of \$207,151 in claims year to date.

II. Dental Plan Utilization through July 2021:

- a. Dental plan expenses year to date running at 83.7% of projected, resulting in surplus of \$84,973.
- b. Dental plan expenses in 2020 were 73.7% of projected, resulting in a surplus of \$135,963.

III. Medicare Advantage Plan Marketing

- a. USI had fielded quotes on Medicare Plan Alternatives (UHC through Broome County and USI Municipal Collective through Aetna).
- b. Quotes issued to individual entities (as opposed to aggregated through Consortium).
- c. Savings range between 16% - 36% from current and either presumed to be eligible for shared savings
- d. Both options offer benefit enhancements over current
- e. Proposed deadline to decide is September 15<sup>th</sup> (all 9 entities would have to join for USI quote to be valid).
- f. USI will attempt to access a network and prescription drug disruption (but most likely not available as plans are community rated with Excellus).
- g. Excellus Medicare Renewal is not yet available (paramount to receive ASAP)

IV. Municipal Cooperative Agreement

- a. See consortium notes

**Required Follow-Up Items:**

Item	Assigned To:
Present Medical and Dental Rate forecast for 2022 at September board meeting	USI
Request and Provide an update on fund balance	USI / CC Treasurer
USI to present financial impact to increase dental plan fee schedules to “modernize” PPO.	USI
Request Medicare Advantage disruption files and renewal from Excellus	USI
USI to start process of developing collateral to inform other potentially interested municipal corporations about the program.	USI
USI to present updated consulting agreement prior to end of year	USI
Further discussion around Municipal Cooperative and Consulting Agreements required	Board / USI