



County of Cayuga Health Insurance Consortium

Board of Directors

Meeting Minutes of April 22, 2021

Hybrid-based Meeting

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

Other Present: Greg McLoughlin (USI), Zachary Zuckerman (USI), Debra Dobroski (USI), Rachel Jacobs, Pam Landon, Nicole Sedorus, Kristy Capone, and Lisa Lippoldt

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

- ***Motion to approve consent agenda and previous minutes by W. Jakaub and seconded by B. Gauthier. Motion carried.***

- **USI**–
 - ***Financial Review – Medical*** – A financial update was presented by Greg McLoughlin of USI - ***Notes attached. – Presentation attached***
 - ***Net Paid Claims*** – Down 12.6% for 2021.
 - ***Large Claims*** - There were zero claim costs over \$50,000 for 2021. No high claimants so far for 2021 and that includes prescriptions. About 17 large RX claims for \$25,000. However, overall RX claim amounts seem to be going down a bit due to discounts and rebates.
 - ***Budget and Fund Balance Update*** - An overview and update was presented by Greg McLoughlin of USI - ***Notes attached. – Presentation attached***
 - ***Showed 5-year History (2017-2021)***– How Reserves have gone down over the last five years, but begun to stable out over the last two years.
 - Current Net Position for 2021 is \$8,763,965 which is up from \$7,951,618 in 2020.
 - Eric said thank you to Greg and Treasurer’s Office for helping to get that information to present to the Board. It will help make strategic planning easier moving forward.

- **Financial Review – Dental** - A financial update was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
 - **Paid Claims** – 76.7% of projected claims were paid for March.
 - Dental plan has a surplus of \$44,327 through March 2021.
 - Runout is running out from previous carrier to Excellus.

- **Topics For Discussion** -
 - **2021 Wellness Plan Update** –
 - Postcards were mailed out.
 - Next day found out we were not allowing retirees. They can participate, but are not eligible for the incentive. USI is funding the cost of the mailing due to the communication error.
 - SWCD employee asked Board member if doctor’s offices are made aware of program and they are not, but should be somewhat familiar with wellness programs from others.

 - **Article 47**
 - No information update available currently.
 - No movement on legislation, however, there is a bill out there it just has not been delivered to the Governor yet.
 - Discussed some other Counties that have a similar mission as us and are looking toward Article 47 as a next step. Maybe they will help support the existing bill and help to push it through.(Otsego County)
 - Discussed Tomkins County Consortium a bit and the difference in rates and plans.
 - Plan B for us may be to get the USI communications person to help in presenting the Consortium with flyers to try to approach other to join together.

- ***Motion to put together a marketing plan to seek out partners under Article 5G by B. Vitale; seconded by W. Jakaub. Motion carried.***
 - **Consortium Audit**
 - Moving along and is on-going.

 - **Municipal Cooperative and Consulting Agreement**
 - **Municipal Cooperative Agreement** – Ends December 2021
 - Look at it again before the next meeting.
 - Update it over the current year if anything needs changing or it may stay the same.

- **Consulting Agreement** – Renewal
 - Rollover of original rate and open-ended
 - If rate is guaranteed and fixed with a longer term – we would consider a longer contract.
 - Present contract at another meeting for review and signature.

- **Old Business** –

- **New Business** –
 - ***May Meeting***
 - Excellus and Medical Director to present 2020 plan year (Medical and RX) – Virtually
 - **Dental Plan Alternatives**
 - Look at future of Dental Plan and what it would look like to modernize the plan (cost and whether or not dental surplus could help)
 - **Question asked regarding new medical Excellus cards**
 - Lisa Miller asked if we would be getting new cards in reference to a recent email and Greg said that Excellus thinks they will only send cards for new participants and everyone will get new cards at year end. No change in coverage, only state requirements of what needs to be on card. Greg will look into this to confirm and get back to everyone with a final answer.

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

- **Adjournment**
 - *Motion to adjourn at 12:15 p.m. by B. Vitale; seconded by B. Gauthier. Motion carried.*

Submitted by Lisa Miller

**Next meeting scheduled for Thursday, May 27, 2021 at 10:30 am
via a hybrid based meeting – Board members only in person if able at Soil & Water
– all others call in-**

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

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

Attendees: Lisa Miller, Bob Gauthier, Nicole Sedorus, Ben Vitale, Eric Zizza, Sean Corcoran, Wanda Jakaub, Lisa Lippoldt, Rachel Jacob, K. Capone. Lynn Marinelli, Pam Landon, Marie Nellenback

USI Attendees: Greg McLoughlin, Zach Zuckerman, Deb Dobroski

Financial / Utilization Review Notes:

I. Plan Experience through March 2021:

- Year to Date claim experience is running at 88.7% of projected
- Surplus of \$782,382 when comparing Q1 2021 medical claims and admin against budgeted amount.
- When annualizing year to date claims vs. prior year, claims are running at a 12.6% decrease overall and a 6% decrease per contract per year.
- Decrease in gross claim dollars can in part, be attributed to a 7% decrease in contracts.
- There have not been any large claimants that have breached 50% of the Stop Loss Deductible.
- Top claimant enrolled through COBRA
- When comparing Q1 2021 to Q1 2020: There are 17 large claimants over \$25K in claims with 5 expected to have over \$50K in additional costs in 2021. In 2020, there were 27 claimants with over \$25K in claims with 14 expected to exceed \$50,000 in additional claims.

II. Pharmacy Trend

- Prescriptions per member per year decreased by 1.8%
- Pharmacy / Rx costs account for 42% of overall spend which is higher than it was through Q1 2020.
- Plan Cost per member per year have decreased but are still much higher than comparison population.
- Although contract terms have gotten better, there has been an increase in number of members using Specialty Rx (even though total enrollment has decreased).
- Total specialty scripts filled in Q1 2021 was 184 (compared to 153 within similar timeframe last year).
- Spend on Specialty medications now represents 37% of total prescription drug expense

III. Fund Balance Update

- Revenue in Q1 2021 exceed expensed by \$812,348.
- Above surplus amount has added to net position(s) and fund balance now higher than it had been at the end of 2018, 2019, and 2020.
- There is still a substantial decrease however when comparing to final fund balance to year end 2017

IV. Dental Plan Utilization through March 2021:

- a. Dental plan expenses year to date running at 77.8% of projected, resulting in surplus of \$44,327
- b. Dental plan expenses in 2020 were 73.7% of projected, resulting in a surplus of \$135,963
- c. USI exploring the option / cost of changing dental plan to incorporate modern PPO fee schedules as rates appear to be overfunded at this time.

V. Article 47

- a. No legislative updates as of April 2021
- b. USI had conversations with other municipal groups with similar interests who are willing to endorse a bill that would allow for lower lives threshold and Community College Inclusion.
- c. Board approved motion for USI to market the program for discussions with other potential municipal corporations.

Other Items:

- I. Wellness Communication: Mailing to clarify that retirees are not eligible for the incentive was sent.
- II. Excellus had previously stated that new ID cards will be issued in April but that may not be the case (Greg to confirm).
- III. Municipal Cooperative Agreement and USI Consulting Agreement status.
 - d. Suggestion to extend muni coop agreement for one year made / tabled
 - e. Board open to extending consulting agreement at current fee
- IV. Discussion around Tompkins County program and recruitment efforts
 - a. Benefit plans do not currently line up
 - b. Cayuga Consortium could potentially benefit from similar campaign

Required Follow-Up Items:

Item	Assigned To:
Board had previously stated that fund balance goals should be discussed in June – July 2021 timeframe. Confirm if this should be a separate meeting (May)	USI / Board
USI to present financial impact to increase dental plan fee schedules to “modernize” PPO.	USI
Market Medicare Advantage Plan for 2022 (GM – May 2021)	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