



County of Cayuga Health Insurance Consortium

Board of Directors

Meeting Minutes of June 24, 2021

Virtual Meeting

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

Other Present: Greg McLoughlin (USI), Zachary Zuckerman (USI), Debra Dobroski (USI), Tim Hagen (EFPR Group), Eva Champion, Cortney Haberlau, Jim Orman, Pam Landon, Kristy Capone, Lisa Lippoldt, Todd Webb, and Colleen Lombardi

Meeting called to order at 10:38 a.m.

- ***Motion to approve consent agenda and previous minutes by M. Nellenback and seconded by S. Corcoran. Motion carried.***
- ***Audit Presentation*** – Audit for December 31, 2020 and 2019 was presented by Tim Hagen of EFPR Group
 - The Consortium’s net position increased (decreased) by \$539,144 and \$(1,660,747) at December 31, 2020 and 2019, respectively. The increases (decreases) in net position are attributable to the excess (deficit) of premiums contributed and other revenue compared to premiums and claims paid and other operating expenses.
 - **Recommendations Made**
 - A Dependent Eligibility Audit
 - A Medical Claims AuditAudits can be performed by independent firms

Motion made to approve the audit for December 31, 2020 and 2019 as presented by Tim Hagen of EFPR Group by M. Nellenback and S. Corcoran. Motion Carried.
- **USI**–
 - **Financial Update - Medical** – A financial update was presented by Greg McLoughlin of USI - ***Notes attached. – Presentation attached***

- *Net Paid Claims* – Down 4.9% for 2021.
- *Large Claims* - There were zero claim costs over \$50,000 for 2021.
- *Financial Update – Dental* - A financial update was presented by Greg McLoughlin of USI - *Notes attached. – Presentation attached*
 - *Paid Claims* – 82.6% of projected claims were paid for May.
 - Dental plan has a surplus of \$53,230 through May 2021.
- *Medicare Advantage Plan Update* –
 - Awaiting quotes and market feedback to provide a comparison.
 - Should have information for August 2021 meeting.
 - Also asked for caveats if an entity goes out on their own
- *Old Business* –
 - *Municipal Cooperative Agreement* – Ends December 2021
 - Changes to agreement were discussed, but need further discussion at July meeting before moving forward.
 - Items to discuss are the ease and/or difficulty of joining and leaving the Consortium.
 - Section O - #3, needs further discussion regarding surplus options.
 - The statement regarding the City and their transition can now be removed since the time frame is complete.
 - May put in statement regarding future under 5G and Article 47 and the process moving forward
 - S. Corcoran stated that it should be easy to join and more difficult to leave so that we are able to keep entities.
 - Zach said they could run some numbers to provide for entities to share with their governing bodies regarding the past five years.
 - Everyone is under pressure to look at health care costs and reduce expenses, but through the Health Consortium we are able to cut costs.
 - Tompkins Consortium – costs are 25% higher and they do not even match any of our plans.
 - *USI Agreement* –
 - Zach has a presentation to present to us in July regarding the renewal of agreement.

- Due to entities individual working with USI as well as the Health Consortium working with USI may present a rate for all to be the same.
- Information to presented in more depth at the July working group meeting.

- **New Business** –
 - *July Meeting*
 - Would like to extend the meeting through lunch to discuss the Municipal Cooperative Agreement and the USI Agreement in further detail and have a working group meeting. Details to come.

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

- **Adjournment**
 - *Motion to adjourn at 11:55 a.m. by M. Nellenback; seconded by S. Corcoran. Motion carried.*

Submitted by Lisa Miller

Next meeting scheduled for Thursday, July 22, 2021 at 10:30 am

Cayuga County Healthcare Consortium
June Board Meeting
USI Meeting Minutes
Thursday, June 24th 2021
Submitted by Greg McLoughlin

Attendees: Lisa Miller, Nicole Sedorus, Eric Zizza, Sean Corcoran, Wanda Jakaub, Lisa Bob Lippoldt, K. Capone, Lynn Marinelli, Pam Landon, Cortney Haberlau, Bob Gauthier, Jim Orman, Eva (Soil & Water)

EFPR Group – Tim Hagan

Financial / Utilization Review Notes:

- I. Financial Audit (presented by Tim Hagan -EFPR Group)
 - a. Premiums received amounted to \$22m for the year ended December 31, 2020 compared to \$20.8m for the year ended December 31, 2019. This was primarily due to an increase in rates.
 - b. Total operating revenue for 2020 increased \$1.7m to \$23.7m compared to \$22m for 2019.
 - c. Total benefit costs incurred for 2020 amounted to \$21.8m compared to \$22.5m for 2019. The decrease was (presumably) primarily the result of a delay or cancellation of preventative procedures and a decrease in non-elective surgeries due to COVID-19.
 - d. Change in net position was \$539k for 2020 compared to (\$1.7m) for 2019.
- II. Plan Experience through May 2021:
 - Year to Date claim experience is running at 96% of projected
 - Surplus of \$638,491 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 4.9% decrease overall and a 2.1% increase per contract per year (given the lower number of subscribers in 2021).
 - There have not been any large claimants that have breached 50% of the Stop Loss Deductible.
- III. Dental Plan Utilization through May 2021:
 - a. Dental plan expenses year to date running at 88% of projected, resulting in surplus of \$53,230.
 - b. Dental plan expenses in 2020 were 73.7% of projected, resulting in a surplus of \$135,963

Other Items:

- I. Municipal Cooperative Agreement and USI Consulting Agreement status.
 - c. High Level Review of Deficit / Surplus Recoup language
 - d. Consulting Agreement / Proposal requires further discussion

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
Extend July Meeting to discuss Municipal Cooperative & Consulting Agreement	USI / Board
EFPR Group will be forwarding on the Mgmt. Representation letter which requires signature. USI to distribute to Board	EFPR / Board/ GM
Auditors recommended Dependent Eligibility and Claim Audit. USI can source providers; EFPR to provide recommendation as well.	Auditors/ Board / USI