



County of Cayuga Health Insurance Consortium
Board of Directors
Meeting Minutes of June 25, 2020
Web-based Meeting

Members Present: Eric Zizza, Lisa Miller, Lynn Marinelli, Sean Corcoran, and Bob Gauthier

Other Present: Greg McLouglin (USI), Zachary Zuckerman (USI), Patrick Jordan (Insero), Rita King (Insero), Mimi Theusen (Insero), Pam Landon, Jim Orman, Cortney Haberlau, and Lisa Lippoldt

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

- *Motion to call meeting to order by S. Corcoran and seconded by B. Gauthier. Motion carried.*
- *Motion to approve consent agenda and previous minutes by Lynn Marinelli and seconded by S. Corcoran. Motion carried.*
- **Audit** – Presented by Patrick Jordan, Rita Kind & Mimi Theusen of Insero
 - Draft Audit for Years Ended December 31, 2019 and 2018 was presented for review
 - No issues or problems were found in performing the audit or in the audit itself.
 - Recommendations that were brought up were:
 - Performing an eligibility audit
 - Performing a medical claims audit
 - Made reference to Note 6 being added to the report regarding the COVID-19 pandemic.
 - Insero asked if we wanted to add a bulleted statement on 3f regarding Article 47 being an economic factor that will affect the future of the Consortium and the Board wanted to add it in.
 - Eric made reference to adding a statement as Ben Vitale has mentioned in past years regarding the Consortium's net position. Auditors will look back to 2017 and add the same statement.
 - Plan is to review the Final audit in July for motion to approve.

- USI–
 - *Financial Update/ Utilization Review* – A financial update was presented by Greg McLoughlin of USI - *Notes attached.* – *Presentation attached*
 - *Prescription Drug RX Concierge Report* – Report was presented by Greg McLoughlin of USI - *Notes attached.*
 - Greg asked if the Board would give approval to allow them to send out a member outreach letter on Excellus’ letterhead advising the member of a lower cost alternative to the medication they are currently taking.
 - It is not mandatory that the member take the lower cost alternative, however, they are made aware of it and can discuss further with their physician.
 - The majority of the Board gave permission to proceed with sending out the letter.

Open Items

- *Dental RFP* –
 - In process; sent out to market early June and will have a full market review in July or August.
- *Wellness Vendor Implementation* –
 - In process; set up and on track to be completed by August
 - Vendor is Well Works.
 - Eric signed the paperwork to proceed.
- *Community Rating Requirement (Article 47)*
 - The governing board shall establish premium equivalent rates for participating municipal corporations on the bases of a community rating methodology filed with and approved by the superintendent and, in determining the **annual premium** equivalent rates.
 - Needs to be done annually.
 - Biggest hurdle is the impact it will have to the City regarding their PPO plan.
 - Recommendation or plan in moving forward
 - Discussion with the City to determine options
 - Greg, Sean, Bob, City Manager and City Comptroller to meet and discuss options further and bring back to the Board at the July meeting.
 - May even need to discuss if there is a short term plan to use the reserve to stabilize the plan.
- *Old Business*

- **New Business**

- **Future Agenda Items/Board Member Concerns**
 - Board to review Municipal Agreement at a future meeting
 - Approve final audit in July
 - Discuss article 47 and City's discussion
 - Ask Greg to find out if we have a future engagement with the auditor for 2021 and what the cost would look like if we move forward with Article 47 so we can prepare in our budget. Currently paying them \$10,000 per year.

- **Adjournment**
 - *Motion to adjourn at 11:55 a.m. by L. Miller; seconded by S. Corcoran, motion carried.*

**Next meeting scheduled for Thursday, July 23, 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

Attendees		
	Eric Zizza, Lisa Lippoldt, Lisa Miller, Jim Orman, Pam Landon, Bob Gauthier, Cortney Haberlau, Lynn Marinelli, Sean Corcoran	
	USI Insurance: Greg McLoughlin, Zach Zuckerman, Insero & Assoc: Patrick Jordan, Rita King, Mimi Theusen	
Key Points Discussed		
No.	Topic	Highlights
1.	2019 Financial Audit presented by Insero & Assoc.	<ul style="list-style-type: none"> Draft Version of 2019 financial audit was presented Statement relative to reserves and notation regarding Article 47 initiative required before audit being finalized
2.	Year to Date Financial Review 1/1/2020- 5/31/2020	<ul style="list-style-type: none"> Compared to claim data through May 2019- <ul style="list-style-type: none"> # of employees/retirees decreased 1% # of members decreased 2% Total per member plan costs decreased by 13% \$1,341,396 in payments for large claimants over \$50K in 2020, compared to \$2,012,457 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 \$793K.
3.	Prescription Drug Clinical Concierge Program	<ul style="list-style-type: none"> Program is underperforming based on expected savings so far Year to Date. Excellus sites lack of provider engagement due to COVID-19 Member outreach option presented along with draft letter that would be sent. Members would be informed of opportunity to save on copayments. Board voted to allow member outreach
4.	Article 47 Update	<ul style="list-style-type: none"> USI reaffirmed NYS requirement to community rate all plans under Article 47 Community rates would be an <i>annual</i> requirement PPO plan would be most heavily impacted; additional analysis required to better gauge payroll deduction impact

Action Plan	
No.	Action Item(s)
1.	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>
2.	Continue to discuss impact to various entities / Unions that would occur under Community Rating method
3	USI to provide Wellworks with necessary information for annual physical tracking program (including census).
4.	Dental RFP- USI has submitted RFP for Consortium dental plan. RFP results will be presented once finalized
5.	Initial Projections for 2021 – USI to compile once June claim experience is received, will present at August Board Meeting
6.	Updates to Financial Audit required prior to Finalization

Information Distributed
<p>-Insurance Presentation for January – May 2020 claim period</p> <ul style="list-style-type: none"> ○ Year to Date Financial Review <p>-Screenshot of Draft financial audit shared.</p>