



County of Cayuga Health Insurance Consortium

Board of Directors

Meeting Minutes of August 27, 2020

Web-based Meeting

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

Other Present: Greg McLoughlin (USI), Zachary Zuckerman (USI), Anastasia Araya (USI), Jim Brahm (USI), Donald Gallagher (USI), Pam Landon, Cortney Haberlau, Francis Mitchell, and Todd Webb

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

- ***Motion to approve consent agenda and previous minutes by B. Vitale and seconded by W. Jakaub. Motion carried.***
- **Final audit to be presented for approval** – Greg presented the revised audit and noted the two changes made in the audit upon the Board’s request and the remainder of the audit stayed the same as presented originally. Greg will send the revised audit to all Board members.
- **Motion to approve and pass the revised final audit which will officially pass one week from today on Sept. 3 as long as no board members object upon official receipt of final copy of audit by B. Vitale and seconded by W. Jakaub. Motion carried.**
- **USI** –
 - **Financial Review** – A financial update was presented by Greg McLoughlin of USI - ***Notes attached. – Presentation attached***
 - There is a 2% drop in number of members from 2019 to 2020
 - There are 25 members with cost over \$50,000 with a total paid at \$2,219,947. No claimants have exceeded the stop loss deductible of \$375,000 through 7/31/20.
 - Total plan costs (claims and fixed expenses) were \$11,875,674 which provides a positive balance of \$743,004. This is not inclusive of rebates of \$743,229.
 - Utilization Review shows total plan cost and per member per month plan costs are down in all arenas with the exception of pharmacy so far year to date. (Jan. – June 2020) – Plan costs listed below:
 - Inpatient down 63%
 - Outpatient down 2%
 - Physician down 20%
 - Pharmacy up 7%

- Prescription drug edits attributed to prescription drug edits:
 - Step Therapy – 496 scripts - \$228,924 in savings
 - Prior Auth. – 116 scripts - \$72,304 in savings
- Telemedicine (MD Live) is on the rise this year and many have registered. The plan is to send out postcards with registration information for those that haven't already registered.
- **2021 – First Budget Rates** – Full update was presented by Greg McLoughlin & Jim Brahm (USI's actuary)
 - **Medical Plan** - Preliminary projections with experience period through July 2020 indicates an overall required rate increase of **6.9% for 1/1/2021**.
 - **Dental Plan** – Preliminary projections with experience through July provides **no increase in rates for 1/1/2021**.
 - Projections will be updated with the September claim experience and presented at the October Board meeting for final rate setting.
- **Topics for Discussion** –
 - **Article 47**
 - Lynn asked Greg if it is possible to apply for Article 47 and then decide whether or not we want to move forward and Greg answered that yes, it is possible.
 - Board requested a timeline with specific steps and possible implementation of Article 47.
 - **Wellness**
 - Move forward with hybrid approach of blood draw or form with physical information supplied by one's physician.
 - Program to begin in early October and Greg will check on availability and physical components.
- **Old Business** - None
- **New Business** – None
- **Future Agenda Items/Board Member Concerns**
 - Board to review Municipal Agreement at a future meeting
 - B.Vitale requested that the next meeting be in person for Board to set 2021 insurance rates. Arrangements made for Board to meet at Soil & Water in a socially distanced setting with masks and the public can join via web-base.
- **Adjournment**
 - ***Motion to adjourn at 12:15 p.m. by L. Miller; seconded by S. Corcoran. Motion carried.***

**Next meeting scheduled for Thursday, September 24, 2020 at 10:30 am
Board members only in person at Cayuga County SWCD
and meeting will be Web-based for the public**

Accessible by calling: 1 (314)-888-1153 and entering access code: 716078219

Cayuga County Consortium Monthly Board Meeting Minutes		Date	8/27/2020
Attendees		Eric Zizza, Lisa Miller, Pam Landon, Cortney Haberlau, Lynn Marinelli, Sean Corcoran, Ben Vitale, Marie Nellenback, Wanda Jakaub, Todd Webb, Francis Mitchell	
		USI Insurance: Greg McLoughlin, Zach Zuckerman, Anastasia Araya. Jim Brahm, Don Gallagher	
Key Points Discussed			
No.	Topic	Highlights	
1.	Year to Date Financial Review 1/1/2020- 7/31/2020	<ul style="list-style-type: none"> • Compared to claim data through July 2019- <ul style="list-style-type: none"> ○ # of employees/retirees decreased 1% ○ # of members decreased 2% ○ Total per member plan costs decreased by 12% ○ \$2,219,947 in payments for large claimants over \$50K in 2020, compared to \$3,383,189 in payments for large claimants over \$50K in 2019 ○ \$0 in Stop Loss Reimbursements thus far in 2020; \$28,121 through June 2019. • When comparing expenses year to date vs. aggregate premium equivalents, there is a surplus of \$743,229. 	
2.	Utilization Data	<ul style="list-style-type: none"> • Inpatient, Outpatient, and Professional spend is down from 2019 • Prescription Drug Spend has increases from 2019; accounts for 45% of total spend which is higher than the per capita benchmark • Year to date (through June 2020), prescription drug edits accounted for \$301,228 in savings • Telemedicine Registration increased from 132 to 269 between January and June 2020. 	
3.	Projected Renewal	<ul style="list-style-type: none"> • Initial renewal forecast calling for 6.9% adjustment to the rates • Stop Loss rates renewal rates from Excellus increased by \$.90 per contract per month. Stop Loss marketing and final quote to be requested prior to September projection. • USI noted several conservative factors built into this forecast • Rates presented on both an Aggregate and Community Rated basis • City of Auburn would be adversely impacted under proposed Community rates. • Board looking for final version along with fund balance information for September meeting 	
4.	September Meeting	<ul style="list-style-type: none"> • Board to meet in person along with USI for updated rate projection • Webinar / Conference Call info to be provided for public participation 	
Deliverables Discussed			
No.	Action Item(s)	Owner	Target Date
1.	Updated Projections for 2021 – USI to compile with August claim experience and will present at Sept. Board Meeting	USI	September 2020
2.	USI to send updated financial audit statement for 2019 to board members. (Board had voted on contingent approval)	USI	August 2020

3.	USI to provide report detailing prescriptions attributed to telehealth (MD Live) claims at next board meeting	USI	September 2020
4.	USI to source dates for Onsite biometrics, ideally early October 2020 / Incorporate into Wellness Communication materials that will be shared with Subcommittee	USI	September 2020
5.	Strategize / source quote to send MD Live postcards to plan participants	USI	September 2020
6.	Board requested timeline specific to steps and possible implementation of Article 47, self-funded project	USI	October 2020

Information Distributed
<p>-Insurance Presentation for January – June 2020 claim period</p> <ul style="list-style-type: none"> ○ Year to Date Financial Review <ul style="list-style-type: none"> ○ Initial Renewal Projection, aggregate and community rated.