HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Executive Committee

Meeting Notice and Agenda
January 20, 2021
9:00 A.M.
Via ZOOM Teleconference

Call to Order	RK
Approval of Minutes of December 2020	RK
Financial Report (Vote) Month of December 2020 **Income & Expenses & Operating Expenses** **For Trust and Wellness Initiative**	JS
Wellness	MK
December Expenditures (vote)	JS
Learn to Live (vote)	JS
Personnel Policy Discussion (vote)	JS
Reinsurance Update	JS
BCBS System Changes	JS
Audit/Unaudited Financials/COVID updates	JS
Rx RFP Status	JS
FY 22 Rate Renewal 2022 (vote)	JS
Adjournment	RK

<u>Meeting Schedule</u>

Insurance Advisory Committee – January 27, 2021, 10:00 a.m., via Zoom
Executive Committee – February 17, 2021, 9:00 a.m., via Zoom
Executive Committee – March 17, 2021, 9:00 a.m., via Zoom

Joseph Shea is inviting you to a scheduled Zoom meeting.

Join Zoom Meeting
https://us02web.zoom.us/j/87191598331?pwd=TTFQRy9TS09kZ3NSWGVSNTJTeE9rUT09

Meeting ID: 871 9159 8331
Passcode: 718935
One tap mobile
+16465588656,,87191598331#,,,,*718935# US (New York)
+13017158592,,87191598331#,,,,*718935# US (Washington D.C)

Dial by your location
+1 646 558 8656 US (New York)
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Meeting ID: 871 9159 8331
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Find your local number: https://us02web.zoom.us/u/kbszDwC9VB

HAMPSHIRE COUNTY
GROUP INSURANCE TRUST

98 KING STREET
NORTHAMPTON, MA 01060

TO: All Trust Member Units

RE: **Minutes of December 16, 2020**
Executive Committee Meeting
Via Zoom Teleconference

MEMBERS PRESENT:

Russ Kaubris
Michael Sullivan
Lisa Blackmer
Lisa Banner
Michelle Hill
Deb Kuhn
Donna Foglio
Rich Carmignani Jr

OTHERS PRESENT:

Joseph Shea
Michele Komosa
Maura McNamara
Hang Dao
Karen Karowski
Diane Sexton
Elizabeth Collins
Jill Galant-Shaw
Cynthia Smith
Heidi Fountain
Shauna Foplano

CALL TO ORDER

In compliance with the Governor's orders suspending certain provisions of the open meeting laws due to Covid-19, this meeting was held via Zoom telephone/video conference.

Chairman Russ Kaubris called the meeting to order at 9:02 a.m. with a quorum present.

APPROVAL OF MINUTES

Chairman Russ Kaubris requested that the minutes be approved by unanimous consent, all were in favor.

FINANCIAL REPORT

Financial Report

Karen presented the Financial Report for the month of November reflecting a starting balance of $6,630,957.12 with a total monthly income received of $6,689,868.38 and monthly expenses of $5,735,957.93 with a total net monthly income of $953,910.45 and an ending month balance of $7,584,867.57 with accounts receivable of $1,270,702.52 leaving a total of $41,832,271.19.

Investments and CD's for November 2020

Karen also reported that the investments portfolio value was $11,490,806.33 with a market change of $807,650.81 leaving a total of $12,298,457.14. Karen also reported a starting balance in CD's of $16,084,050.94, with interest earned of $13,767.38 leaving a balance of $16,097,818.32.

3

Chairman Russ Kaubris requested that the financial report be approved by unanimous consent, all were in favor.

WELLNESS UPDATE

Michele gave an update on the Wellness Initiative program:

- **On Demand Fitness Classes** – Since we couldn't host the traditional Fall Challenge, this On Demand Fitness Class was substituted for it. Michele is hoping to host this again in lieu of the Spring Challenge.
- **Virtual Health Fair** – This is scheduled for March 4, 2021.
- **Virtual Health Tools** – There is an upcoming live virtual cooking demonstration. There continues to be health related videos available online for members to watch at their leisure.
- **Wellness Newsletter** – This continues to be distributed monthly.
- **Mini Grants** – After the new year, Michele will be checking in with mini grant recipients for mid-year status updates.

For more information on any wellness programs contact Michele Komosa via email at michelek@hcgit.org.

NOVEMBER EXPENDITURES

Joe provided a spreadsheet of all the expenditures for the month of November for review.

A motion to accept the November expenditures was made by Michael Sullivan and seconded by Lisa Banner. This was followed by a roll call vote with all in favor.

BCBS ACCOUNT REVIEW

Heidi Fountain and other members from BCBS gave a presentation on the Trust's claims, costs, and overall performance for medical and prescription coverage over the last year. This information was compared to the Trust's performance the previous year and BCBS's benchmark for their municipal and self-insured accounts. They continued to praise the Trust's Wellness Initiative program saying it is the most active with the highest participation of all their accounts. They strongly believe this is a contributor to keeping down the Trust's claims overall.

REVISED TRUST AGREEMENT

Joe presented a final draft of the Trust Agreement for review based on suggestions made at the last meeting.

On a motion by Michal Sullivan, seconded by Rich Carmignani Jr it was voted to present the new Trust Agreement to the Insurance Advisory Committee for review and vote in January 2021. This was followed by a roll call vote with all in favor.

PERSONNEL POLICY DISCUSSION

Joe stated he is still working on updating the personnel policy with the input previously received from the committee. He requested this be tabled until the next meeting when he will have the changes all updated. All agreed to review this next month.

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DENTAL RENEWAL 2022

Joe stated after the EC voted last month to continue with Guardian for the next 3 years with a 7% rate decrease, Guardian revised their quote to offer a 9% decrease for the next 3 years beginning FY22.

On a motion by Michael Sullivan, seconded by Deb Kuhn it was voted to continue with Guardian Dental for the next three years at a 9% rate decrease. This was followed by a roll call vote with all in favor.

POTENTIAL NEW UNIT - SOUTHBRIDGE

Joe Shea reported Southbridge made a formal request to join the Trust. They submitted the $500 application fee and provided their claims information for review. Joe stated they are currently with MIIA and have approximately 600 subscribers. After reviewing claims, Joe stated their trend has improved over the last 2 years. Joe suggested if Southbridge were to be accepted into the Trust that they only be allowed enrollment in the HMO plan as their PPO experience was high. This was followed by much discussion.

On a motion by Lisa Banner, seconded by Lisa Blackmer it was voted to accept Southbridge into the Trust. This was followed by a roll call vote with 2 voting yes and 5 voting no. Motion did not pass so Southbridge will not be admitted into the Trust for FY22.

STAFFING

Joe reported this was Karen's last meeting as she is retiring at the end of the month. Joe then introduced Diane Sexton who will be taking over all of Karen's accounts. Diane started with the Trust November 30th and has been training with Karen and will continue to until she retires.

BCBS SYSTEM CHANGES

Joe Shea reported at the end of October BCBS rolled out a new software platform for processing enrollments with hardly any advance notice to the Trust. Although BCBS provided training videos, staff is finding it difficult and more time consuming to process transactions. Not only is the system no longer user friendly, but it is also very complex and missing pertinent information for Trust reporting. We have been participating in weekly conference calls with BCBS to address the issues staff is having with the new system and working collaboratively to attempt in finding resolutions.

AUDIT/UNAUDITED FINANCIALS/COVID UPDATES

Joe stated we have not received the new retirement allocation calculations but hopes to get it soon. Joe explained with the latest Covid surge, outpatient surgeries have been put on hold again. Claims remain quiet with Covid restrictions in place.

ADJOURNMENT

On a motion by Michael Sullivan and seconded by Deb Kuhn, the meeting was adjourned at 11:13 a.m.

Respectfully submitted,
Cynthia Smith

5

Meeting Schedule

Executive Committee – January 20, 2021, 9:00 a.m., via ZOOM
Insurance Advisory Committee – January 27, 2021, 10:00 a.m., via ZOOM
Executive Committee – February 17, 2021, 9:00 a.m., 98 King St., via ZOOM

6

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

INCOME AND EXPENSE REPORT

2020

ITEMS	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC
Starting Cash Balance	$6,811,819.93	$7,362,346.12	$6,233,187.74	$6,804,845.47	$5,713,168.82	$6,651,903.83	$4,372,367.68	$7,543,699.71	$9,778,384.94	$10,024,685.43	$6,630,957.12	$7,584,867.57
Adjustments												
Total Starting Balance	$6,811,819.93	$7,362,346.12	$6,233,187.74	$6,804,845.47	$5,713,168.82	$6,651,903.83	$4,372,367.68	$7,543,699.71	$9,778,384.94	$10,024,685.43	$6,630,957.12	$7,584,867.57
MONTHLY INCOME												
Total Premium Collected	6,213,985.27	5,388,271.49	6,234,736.17	4,576,561.67	6,544,536.21	3,228,579.61	8,777,447.03	5,740,722.88	5,648,499.73	5,268,979.40	6,689,135.66	5,532,077.84
Interest Income (MMDT)	2,193.95	1,926.37	2,088.07	1,473.89	926.94	994.22	976.54	1,334.02	1,348.08	893.00	732.72	735.96
Other Income or Adjustments										(2,999,500.00)		
BCBS SR Premium Collected												
TOTAL MONTHLY INCOME	6,216,179.22	5,390,197.86	6,236,824.24	4,578,035.56	6,545,463.15	3,229,573.83	8,778,423.57	5,742,056.90	5,649,847.81	2,270,372.40	6,689,868.38	5,532,813.80
MONTHLY EXPENSES												
BCBS Admin Cost (estimate)												
Claim Deposit	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00
Reinsurance (Ind.&Agg.)	77,352.27	125,479.32	125,227.54	125,092.78	(627,298.25)	(25,839.91)	(56,983.26)	166,774.94	(149,819.01)	129,185.70	178,242.36	(50,365.98)
BCBS Settlement		860,319.75			698,306.45			(2,213,692.19)				
Recon adjust w/Finance												
BCBS Sr Premium Paid												
Other Exp. & Claim Settlement	479,710.12	424,916.26	430,539.60	426,518.08	425,444.02	428,414.40	459,151.18	433,246.14	435,089.48	431,257.48	434,850.88	440,523.96
Total Plan Expenses	5,629,362.39	6,483,015.33	5,628,067.14	5,623,910.86	5,568,752.22	5,474,874.49	5,474,467.92	3,458,628.89	5,357,570.47	5,632,743.18	5,685,393.24	5,462,457.98
Total Unit Operating Expenses	36,290.64	36,340.91	37,099.37	45,801.35	37,975.92	34,235.49	132,623.62	48,742.78	45,976.85	31,357.53	50,564.69	50,911.87
TOTAL MONTHLY EXPENSES	5,665,653.03	6,519,356.24	5,665,166.51	5,669,712.21	5,606,728.14	5,509,109.98	5,607,091.54	3,507,371.67	5,403,547.32	5,664,100.71	5,735,957.93	5,513,369.85
TOTAL NET MONTHLY INCOME	550,526.19	(1,129,158.38)	571,657.73	(1,091,676.65)	938,735.01	(2,279,536.15)	3,171,332.03	2,234,685.23	246,300.49	(3,393,728.31)	953,910.45	19,443.95
BALANCE												
Cash Balance	7,362,346.12	6,233,187.74	6,804,845.47	5,713,168.82	6,651,903.83	4,372,367.68	7,543,699.71	9,778,384.94	10,024,685.43	6,630,957.12	7,584,867.57	7,604,311.52
Adjustments												
ENDING MONTHLY BALANCE	7,362,346.12	6,233,187.74	6,804,845.47	5,713,168.82	6,651,903.83	4,372,367.68	7,543,699.71	9,778,384.94	10,024,685.43	6,630,957.12	7,584,867.57	7,604,311.52

7

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Fund And Investment Information

2020

FUNDS	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC
Post Employee Ben. S.B.	112,507.78	111,835.16	111,159.78	110,473.26	109,011.98	109,100.22	108,399.80	107,002.11	107,040.66	106,354.14	104,992.24	104,305.72
Funding	774.76	774.76	774.76		1,549.52	774.76		1,499.83	774.76	-	774.76	774.76
Expenses	1,447.38	1,450.14	1,461.28	1,461.28	1,461.28	1,475.18	1,397.69	1,461.28	1,461.28	1,361.90	1,461.28	1,461.28
Total	111,835.16	111,159.78	110,473.26	109,011.98	109,100.22	108,399.80	107,002.11	107,040.66	106,354.14	104,992.24	104,305.72	103,619.20
Accurued Vac & Sick Time	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96
Income												
Expenses												
Total	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96	31,317.96
Member Deposits	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96
Deposits												
Total Member Deposits	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96
Investments												
CD's	12,901,265.98	12,923,074.76	12,942,670.97	12,965,100.87	12,982,468.84	12,999,026.05	13,017,321.21	13,035,071.54	13,052,847.98	13,070,076.29	16,084,050.94	16,097,818.32
Deposit										3,000,000.00		
Interest	21,808.78	19,596.21	22,429.90	17,367.97	16,557.21	18,295.16	17,750.33	17,776.44	17,228.31	13,974.65	13,767.38	14,456.31
Balance	12,923,074.76	12,942,670.97	12,965,100.87	12,982,468.84	12,999,026.05	13,017,321.21	13,035,071.54	13,052,847.98	13,070,076.29	16,084,050.94	16,097,818.32	16,112,274.63
Portfolio Value	11,561,028.98	11,519,898.79	11,024,783.17	9,982,589.31	10,670,495.17	10,961,001.00	11,111,895.79	11,479,956.69	11,831,247.31	11,631,411.32	11,490,806.33	12,298,457.14
Deposit												
Interest	(41,130.19)	(495,115.62)	(1,042,193.86)	687,905.86	290,505.83	150,894.79	368,060.90	351,290.62	(199,835.99)	(140,604.99)	807,650.81	342,229.56
Market Change												
Total	11,519,898.79	11,024,783.17	9,982,589.31	10,670,495.17	10,961,001.00	11,111,895.79	11,479,956.69	11,831,247.31	11,631,411.32	11,490,806.33	12,298,457.14	12,640,686.70
Accounts Receivable	53,961.34	571,570.09	238,853.42	1,567,457.70	939,793.91	3,671,424.81	815,341.69	980,431.98	1,256,907.23	1,933,414.00	1,270,702.52	1,662,425.08
Total With Accounts Receivable	36,447,236.09	35,359,491.67	34,577,982.25	35,518,722.43	36,136,944.93	36,757,529.21	37,457,191.66	40,226,072.79	40,565,554.33	40,720,340.55	41,832,271.19	42,599,437.05

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

FISCAL YEAR 2020 OPERATING EXPENSES (July 1, 2020 to June 30, 2021)

ITEM CODE	BUDGET ITEMS	FY2020 Budgeted	FY-2020 Actual YTD	FY-2021 Budgeted						
	WAGES & BENEFI	7/1/19-6/30/20	7-1/6-30	7-1/6-30	July	August	September	October	November	December
5110	SALARY*	335,000.00	322,218.34	345,000.00	26,043.22	25,534.01	36,840.26	23,567.83	29,427.95	41,781.68
5145	LONGEVITY	575.00	-	4,000.00						
5130	OVERTIME		-	-						
5120	TEMP. EMPLOYEE SAL		-	-						
481	FICA (.062)		-	-						
5186	MED TAX (.0145)	5,000.00	-	-						
5181	CONTRIBUTORY RET.	88,000.00	87,658.73	98,000.00	97,107.00					
5189	EMP. ASST. PROG. EAP		-	-						
5184	HEALTH INSURANCE	40,000.00	55,631.10	42,500.00	4,242.10	4,268.28	4268.28	4215.92	4268.28	5,500.00
5185	LIFE INSURANCE	320.00	394.24	320.00		28.40	28.40	28.40	28.40	56.80
5189	UNEMP HEALTH INS TAX		-	-						
	TOT. WAGES & BENEFITS	468,895.00	465,902.41	489,820.00	127,392.32	29,830.69	41,136.94	27,812.15	33,724.63	47,338.48

ITEM CODE	BUDGET ITEMS	FY2020 Budgeted								
	NON SALARY EXF	7/1/19-6/30/20								
5300	ADM. CONT. SERVICES (FS&PF)		-	-						
	Rent	15,000.00	14,760.00	15,450.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00
	Parking	1,200.00	400.00	1,200.00						
5305	ADM. CONT. SERVICES (Audit)	12,000.00	-	12,500.00						
5320	LEGAL	32,000.00	23,555.81	5,000.00		900.00			10,000.00	
5340	TELEPNONE/INTERNET	3,600.00	2,224.77	3,500.00						
5490	FOOD SUPPLIES	500.00	569.94	600.00	11.58				8.98	
5420	OFFICE & COMPUTER SUPPLI	2,500.00	1,388.97	2,000.00						
5580	MISC. EXPENSES	500.00	557.84	700.00						
5580	NEWSPAPER/MAGS/BOOKS	100.00	-	-						
5420	POSTAGE (Stamps)	3,500.00	2,107.89	3,500.00	19.11					
5275	POSTAGE METER RENTAL		35.98						2,262.84	
5380	MINI GRANTS/WELLNESS	25,000.00	16,663.08	25,000.00		8900	500			
5420	STATIONERY & OFF. SUPP.		274.84		80.69		414.99	27.72	224.95	102.87
5780	SURETY BONDS	1,250.00	1,584.00	1,750.00			100			
5340	TELEPHONES		-	-						
5320	TRAINING	500.00	-	500.00						
5710	TRAVEL IN/OUT of STATE	3,000.00	303.52	3,000.00						
5188	UTILITIES	4,000.00	3,049.35	3,000.00	368.84	353.63	386.92	332.66	364.29	365.52
	TOT. Inderect Costs		-	-						
	Total Non-Salary	104,650.00	67,475.99	77,700.00	1,710.22	11,383.63	2,631.91	1,590.38	14,091.06	1,698.39

ITEM CODE	BUDGET ITEMS	FY2020	FY-2020	FY-2021						
		Budgeted	Actual YTD	Budgeted						
	I.T.	7/1/19-6/30/20	7-1/6-30	7-1/6-30						
6000	COMPUTER HARDWARE	20,000.00	-	-						
5420	COMPUTER SOFTWARE		-	-						
5420	COMPUTER SUPPLIES	500.00	1,308.78	1,000.00						
5850	DESK TOP PCs	2,000.00	4,875.00							
5300	MISC PROF & TECH SERV.**	18,000.00	29,885.68	26,400.00	3,521.08	7,528.46	2,208.00	1,955.00	2,749.00	1,875.00
	TOTAL DATA PROCESSING	40,500.00	36,069.46	27,400.00	3,521.08	7,528.46	2,208.00	1,955.00	2,749.00	1,875.00
	TOTALS	614,045.00	569,447.86	594,920.00	132,623.62	48,742.78	45,976.85	31,357.53	50,564.69	50,911.87

MONTHLY ACCOUNTS RECEIVABLE

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

FOR JANUARY 2021 PREMIUMS

JANUARY PREMIUMS NOT PAID *AS OF DECEMBER 31, 2020*		TO AVOID LATE ASSESSMENT FEE INVOICE MUST BE PAID **BEFORE:** ***January 6, 2021***
CHESTER	13,252.22	**1/4/2021**
CHESTERFIELD/GOSHEN RSD	19,478.40	**1/4/2021**
DUDLEY	102,904.08	**1/4/2021**
GOSHEN	4,273.58	**1/4/2021**
HALDEY	170,246.22	**1/4/2021**
HAMPSHIRE REGIONAL SCH. DIST	216,322.13	**1/4/2021**
MIDDLEFIELD	3,925.84	**LATE FEE ASSESSED**
PLAINFIELD	8,586.08	**1/4/2021**
CHARLEMONT	7,970.50	**1/4/2021**
EASTHAMPTON	569,787.63	**1/4/2021**
SOUTH HADLEY	533,968.82	**1/4/2021**
WARWICK	11,709.58	**1/5/2021**
	$ 1,662,425.08	

Hampshire County Group Insurance Trust
Claim Payments

	CLAIMS		AMOUNT PAID		VARIANCE	CUMULATIVE VAR.
2018 Jan	$ 4,286,736.71	A	$ 4,635,000.00	A	$ (348,263.29)	$ 1,442.88
Feb	$ 4,849,271.14	A	$ 4,614,300.00	A	$ 234,971.14	$ 236,414.02
Mar	$ 5,402,471.81	A	$ 4,635,000.00	A	$ 767,471.81	$ 1,003,885.83
April	$ 3,320,986.14	A	$ 5,000,000.00	A	$ (1,679,013.86)	$ (675,128.03)
May	$ 4,842,441.31	A	$ 5,000,000.00	A	$ (157,558.69)	$ (832,686.72)
June	$ 5,185,651.60	A	$ 5,000,000.00	A	$ 185,651.60	$ (647,035.12)
July	$ 4,422,144.08	A	$ 5,000,000.00	A	$ (577,855.92)	$ (1,224,891.04)
August	$ 5,849,127.14	A	$ 5,000,000.00	A	$ 849,127.14	$ (375,763.90)
September	$ 4,241,277.55	A	$ 5,000,000.00	A	$ (758,722.45)	$ (1,134,486.35)
October	$ 5,696,290.48	A	$ 5,000,000.00	A	$ 696,290.48	$ (438,195.87)
November	$ 5,837,423.17	A	$ 5,000,000.00	A	$ 837,423.17	$ 399,227.30
December	$ 4,350,290.11	A	$ 5,000,000.00	A	$ (649,709.89)	$ (250,482.59)
2019 - Jan	$ 4,743,800.39	A	$ 5,000,000.00	A	$ (256,199.61)	$ (506,682.20)
February	$ 4,992,711.55	A	$ 5,000,000.00	A	$ (7,288.45)	$ (513,970.65)
March	$ 6,002,513.39	A	$ 5,000,000.00	A	$ 1,002,513.39	$ 488,542.74
April	$ 4,691,042.28	A	$ 5,000,000.00	A	$ (308,957.72)	$ 179,585.02
May	$ 5,951,683.60	A	$ 5,000,000.00	A	$ 951,683.60	$ 1,131,268.62
June	$ 5,242,909.22	A	$ 5,000,000.00	A	$ 242,909.22	$ 1,374,177.84
July	$ 3,462,952.74	A	$ 5,000,000.00	A	$ (1,537,047.26)	$ (162,869.42)
August	$ 5,939,797.85	A	$ 5,000,000.00	A	$ 939,797.85	$ 776,928.43
September	$ 5,166,325.71	A	$ 5,000,000.00	A	$ 166,325.71	$ 943,254.14
October	$ 4,136,764.22	A	$ 5,000,000.00	A	$ (863,235.78)	$ 80,018.36
November	$ 5,655,235.07	A	$ 5,000,000.00	A	$ 655,235.07	$ 735,253.43
December	$ 5,125,066.32	A	$ 5,000,000.00	A	$ 125,066.32	$ 860,319.75
2020-Jan	$ 4,478,889.48	A	$ 5,072,300.00	A	$ (593,410.52)	$ 266,909.23
February	$ 5,222,819.59	A	$ 5,072,300.00	A	$ 150,519.59	$ 417,428.82
March	$ 5,353,177.63	A	$ 5,072,300.00	A	$ 280,877.63	$ 698,306.45
April	$ 3,329,731.92	A	$ 5,072,300.00	A	$ (1,742,568.08)	$ (1,044,261.63)
May	$ 4,511,071.96	A	$ 5,072,300.00	A	$ (561,228.04)	$ (1,605,489.67)
June	$ 4,464,097.48	A	$ 5,072,300.00	A	$ (608,202.52)	$ (2,213,692.19)
July	$ 7,826,890.70	A	$ 5,072,300.00	A	$ 2,754,590.70	$ 540,898.51
August	$ 4,823,789.64	A	$ 5,072,300.00	A	$ (248,510.36)	$ 292,388.15
September	$ 4,771,553.13	A	$ 5,072,300.00	A	$ (300,746.87)	$ (8,358.72)
October	$ 5,348,857.12	A	$ 5,072,300.00	A	$ 276,557.12	$ 268,198.40
November	$ 4,979,230.59	A	$ 5,072,300.00	A	$ (93,069.41)	$ 175,128.99
December	$ 4,604,432.34		$ 5,072,300.00		$ (467,867.66)	$ (292,738.67)

P = Acturial Projection of Claims or Anticipated Payments, A = Actual Info. E = Estimate based on some actual information

12/1/2020	wire		5,072,300.00	BCBS	xxx		Yes	Monthly Claim prefunding
12/1/2020		5495	1,230.00	King St Realty	5270			Rent - DEC
12/1/2020	ACH		177,398.91	BCBS	xxx		Yes	Dec Reinsurance premium
12/1/2020		5494	24.23	Verizon				Telephone Expense
12/1/2020		5496	42.30	Boston Mutual				Life Insurnace
12/1/2020		5497	151.74	PPI - ACSA Group Ins				Dental Insurance - DEC
12/9/2020	ACH		12,064.70	Checkwriters				Net Payroll, 12/9
12/11/2020		5498	1,875.00	Paragus Strategic		5300		Various IT
12/11/2020		5499	52.35	National Grid	5340			Electric
12/11/2020		5500	6,613.00	CanaRx	xxx		Yes	CanaRx claims
12/11/2020		5501	20,589.22	BR Fox & Assoc	xxx		Yes	RX Consulting Fee
12/23/2020	ACH		12,930.52	Checkwriters				Net Payroll, 12/24
12/28/2020		5502	8,167.06	HCGIT				Health Insurance - JAN
12/28/2020		5503	30.53	Eversource		5340		Utilities
12/28/2020		5504	139.54	Comcast	5340			Internet
12/28/2020		5505	9,966.30	CanaRx	xxx		Yes	CanaRx claims
12/28/2020		5506	42.30	Boston Mutual				Life Insurnace
12/28/2020		5507	118.87	AEON				Telephone Expense
12/29/2020	ACH		16,786.46	Checkwriters				Net Payroll, K.Karowski payout
12/30/2020	wire		403,355.44	Blue Medicare Rx	xxx		Yes	Medex Rx premium
12/31/2020		5508	102.87	Joseph Shea				Postage, office expenses
			5,743,981.34					

13

1/8/21

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Behavioral Health Impacts Millions

The problem is big

Over 114 million Americans who have addressable behavioral health conditions will never seek face-to-face therapy due to social stigma, accessibility and cost.[1]
Learn to Live offers online, self-paced programs, providing your employees with tools and educational resources that can be applied to day to day life challenges.

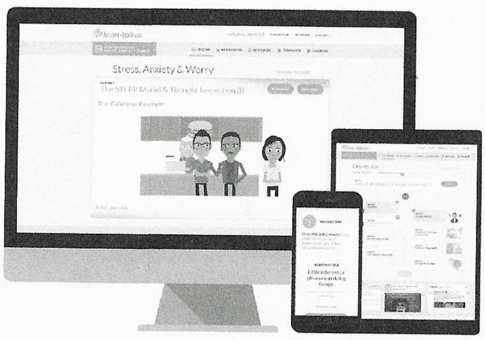
Challenges for employers

- 60% of employees have reduced productivity due to stress.[2]
- Depression is the leading cause of disability (ages 15-44).[3]
- 25% of adults experience unsatisfactory sleep.[4]
- Behavioral health disability claims are growing 10% annually and account for 30% of disability burden for employers.[5]
- More days of work loss and impairment are caused by behavioral health issues than chronic conditions combined.[6]

Learn to Live can help

Learn to Live provides online programs and self assessments for employees and their family members (age 13 or older) struggling with stress, depression, insomnia, or social anxiety. Our programs are built on evidence-based principles of Cognitive Behavioral Therapy. Learn to Live offers:

- Personalized coaching available 24/7
- Confidential, self-directed programs offering tools and educational resources
- Turnkey awareness and engagement campaigns
- Robust data analysis and utilization tracking



25%

Engagement in Learn to Live Programs and Services[7]

30%

Drop in Leading Depression and Anxiety Measures[8]

5x

More Employees Receiving Support for Anxiety & Depression[9]

94%

of Members Would Recommend Learn to Live's Programs to Others[10]

[1]Kessler & Wang, 2008.
[2]American Psychological Association. Stress in the workplace (2008).
[3]www.adaa.org/understanding-anxiety/depression
[4]Morin and Benca. Chronic insomnia." (2010)
[5-6]www.workplacementalhealth.org/Business-Case/Mental-Health-Parity/Employer-Parity-Fact-Sheet.aspx?FT=.pdf
[7]Internal Learn to Live data, 2018.
[8-10]Ibid.

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Data represented is based on vendor calculations and actual results may vary.

MASSACHUSETTS

FW: Meeting Follow-up - Learn to Live and Hinge Health

joes@hcgit.org

FW: Meeting Follow-up - Learn to Live and Hinge Health

Received:	Jan 12, 2021 10:46 AM
Expires:	Apr 12, 2021 9:46 AM
From:	heidi.fountain@bcbsma.com
To:	joes@hcgit.org
Cc:	
Subject:	FW: Meeting Follow-up - Learn to Live and Hinge Health
Attachments:	image003.png, 55-2423_Learn_to_Live_Sell_Sheet.pdf

Good morning, Joe. It was nice catching up with you earlier.

Just wanted to confirm pricing for Learn to Live. The cost is $.99 per employee/per month and you can offer the program just to enrolled subscribers. Based on the Trust's current subscriber count (3,893), the annual cost would be ~$46,248.84. We need 60 days for implementation, so we would be targeting April 1st.

15

Please let me know after the Executive Committee meeting what they decide. Thank you!

Best,

Heidi

Heidi Fountain

Account Executive

T: (617) 246-3002

Stop Loss Claim Reimbursement Report

Group Name: Hampshire County Group Insurance Trust
Policy Period: 7/1/2019 - 6/30/2020
Carrier: Gerber Life Insurance Company
Key Contact: B.R. Fox - John Garrish

Stop Loss
Insurance Services
An AmWINS Group Company

Specific Deductible: $275,000.00
Contract Terms: 12/24
TPA: BCBS,MA
Corridor: $400,000.00 NAMED MEMBERS ONLY

Claimant	Relation	Date Filed	Report Month	Detail Filed	Requested	Date Received	Check #	Amount Received	Amount Due	Denied / Pended	Over Payment	Corridor	Details
	Spouse	4/9/2020	February	$303,210.93	$28,210.93	5/22/2020	ACH	$28,210.93					
		4/17/2020	March	$43,817.37	$43,817.37	5/22/2020	ACH	$43,817.37					
		5/21/2020	April	$44,718.40	$44,718.40	6/24/2020	ACH	$44,718.40					
		7/29/2020	June	$47,483.10	$47,483.10	8/31/2020	ACH	$47,483.10					
		8/26/2020	July	$2,544.62	$2,544.62	9/22/2020	ACH	$2,544.62					
Claimant Total:				$441,774.42	$166,774.42			$166,774.42	$0.00	$0.00	$0.00	$0.00	
	Dependent	4/9/2020	February	$838,243.84	$563,243.84	5/22/2020	ACH	$563,243.84					
		4/17/2020	March	$85,349.89	$85,349.89	5/22/2020	ACH	$85,349.89					
		5/21/2020	April	$16,605.90	$16,605.90	6/24/2020	ACH	$16,605.90					
		7/7/2020	May	$47,080.84	$47,080.84	8/11/2020	ACH	$47,080.84					
		7/29/2020	June	$14,707.51	$14,707.51	8/31/2020	ACH	$14,707.51					
		8/26/2020	July	$5,379.34	$5,379.34	9/22/2020	ACH	$5,379.34					
		9/30/2020	August	$2,035.97	$2,035.97	12/14/2020	-				$2,035.97		
		10/21/2020	September	-$122,302.36	-$122,302.36	12/14/2020	-				-$122,302.36		
		12/30/2020	November	$21.81	$21.81				$21.81				
Claimant Total:				$887,122.74	$612,122.74			$732,367.32	$21.81	$0.00	-$120,266.39	$0.00	
	Spouse	4/17/2020	March	$306,743.48	$31,743.48	5/22/2020	ACH	$31,743.48					
		5/21/2020	April	$89,323.31	$89,323.31	6/24/2020	ACH	$89,323.31					
		7/7/2020	May	$47,955.94	$47,955.94	8/11/2020	ACH	$47,955.94					
		7/29/2020	June	$47,118.22	$47,118.22	8/26/2020	ACH	$47,118.22					
		8/26/2020	July	$46,998.17	$46,998.17	10/7/2020	ACH	$46,998.17					
Claimant Total:				$538,139.12	$263,139.12			$263,139.12	$0.00	$0.00	$0.00	$0.00	
	Dependent	4/17/2020	March	$299,757.49	$24,757.49	6/30/2020	ACH	$24,757.49					
		5/21/2020	April	$32,225.77	$32,225.77	6/30/2020	ACH	$32,225.77					
		7/7/2020	May	$32,225.77	$32,225.77	8/31/2020	ACH	$32,225.77					
		7/29/2020	June	$32,350.21	$32,350.21	8/31/2020	ACH	$32,350.21					
		8/26/2020	July	$32,225.77	$32,225.77	9/22/2020	ACH	$32,225.77					
Claimant Total:				$428,785.01	$153,785.01			$153,785.01	$0.00	$0.00	$0.00	$0.00	
	Dependent	7/7/2020	May	$295,565.83	$20,565.83	8/11/2020	ACH	$20,565.83					
		7/29/2020	June	$23,002.24	$23,002.24	8/26/2020	ACH	$23,002.24					
		8/26/2020	July	$237.94	$237.94	9/22/2020	ACH	$237.94					
Claimant Total:				$318,806.01	$43,806.01			$43,806.01	$0.00	$0.00	$0.00	$0.00	
	Employee	7/7/2020	May	$343,275.69	$68,275.69	8/31/2020	ACH	$68,275.69					
		7/29/2020	June	$24,989.76	$24,989.76	8/31/2020	ACH	$24,989.76					
		8/26/2020	July	$7,730.77	$7,730.77	9/22/2020	ACH	$7,730.77					
		9/30/2020	August	$172.18	$172.18	12/14/2020	-				$172.18		
		10/20/2020	September	-$28.47	-$28.47	12/14/2020	-				-$28.47		
		11/20/2020	October	$785.48	$785.48	12/14/2020	-				$785.48		
Claimant Total:				$376,925.41	$101,925.41			$100,996.22	$0.00	$0.00	$929.19	$0.00	
	Employee	7/7/2020	May	$286,672.86	$11,672.86	8/31/2020	ACH	$11,672.86					
		7/29/2020	June	$254.73	$254.73	8/31/2020	ACH	$254.73					
		8/26/2020	July	$485.81	$485.81	9/22/2020	ACH	$485.81					

Claimant Total:				$287,413.40	$12,413.40			$12,413.40	$0.00	$0.00	$0.00	$0.00	
	Spouse	7/7/2020	May	$434,338.45	$159,338.45	12/18/2020	ACH	$158,584.03		$754.42			submitted
		7/29/2020	June	$130.49	$130.49	12/18/2020	ACH	$130.49					requested bill
		8/26/2020	July	$173.13	$173.13	12/18/2020	ACH	$173.13					copies to carrier
		9/28/2020	August	$153.88	$153.88	12/18/2020	ACH	$153.88					11/19/2020
Claimant Total:				$434,795.95	$159,795.95			$159,041.53	$0.00	$754.42	$0.00	$0.00	
	Spouse	8/3/2020	June	$291,538.78	$16,538.78	9/22/2020	ACH	$16,538.78					
		8/26/2020	July	$13,121.53	$13,121.53	9/22/2020	ACH	$13,121.53					
		11/20/2020	October	-$19,129.42	-$19,129.42	12/14/2020	-				-$19,129.42		
Claimant Total:				$285,530.89	$10,530.89			$29,660.31	$0.00	$0.00	-$19,129.42	$0.00	
	Spouse	8/3/2020	June	$279,094.25	$4,094.25	9/22/2020	ACH	$4,094.25					
		8/26/2020	July	$11,173.40	$11,173.40	9/22/2020	ACH	$11,173.40					
Claimant Total:				$290,267.65	$15,267.65			$15,267.65	$0.00	$0.00	$0.00	$0.00	
	Dependent	8/3/2020	June	$317,009.80	$42,009.80	12/14/2020	-				$42,009.80		submitted
		8/26/2020	July	$6,916.29	$6,916.29	12/14/2020	-				$6,916.29		requested bill
		9/28/2020	August	$166.49	$166.49	12/14/2020	-				$166.49		copies to carrier
		10/20/2020	September	$2,050.00	$2,050.00	12/14/2020	-				$2,050.00		11/19/2020
		11/20/2020	October	$2,808.87	$2,808.87	12/14/2020	-				$2,808.87		
		12/30/2020	November	$191.13	$191.13				$191.13				
Claimant Total:				$329,142.58	$54,142.58			$0.00	$191.13	$0.00	$53,951.45	$0.00	
	Dependent	8/3/2020	June	$279,082.02	$4,082.02	12/10/2020	ACH	$4,082.02					submitted
		8/26/2020	July	$149,188.71	$149,188.71	12/10/2020	ACH	$68,608.44			$80,580.27		requested bill
		9/28/2020	August	-$73.56	-$73.56	12/10/2020	ACH	-			-$73.56		copies to carrier
		10/20/2020	September	$89.34	$89.34	12/10/2020	ACH	$89.34					11/19/2020
		11/20/2020	October	$25.58	$25.58	12/10/2020	ACH	$25.58					
		12/30/2020	November	$2.83	$2.83				$2.83				
Claimant Total:				$428,314.92	$153,314.92			$72,805.38	$2.83	$0.00	$80,506.71	$0.00	
COMBINED TOTAL:				$5,047,018.10	$1,747,018.10			$1,750,056.37	$215.77	$754.42	-$4,008.46	$0.00	
											Corridor Remaining:	$0.00	

17

[illegible] paid through November 2020

** All claims data reported by SLIS is based upon the accuracy of data received from plan administrators. S[illegible]ponsible for inaccuracies or errors in administrator data.

18

Client Background

→ Truveris has been engaged by **B.R. Fox & Associates** to administer a request for proposal (RFP) on behalf of **Hampshire County Group Insurance Trust**.

→ Proposals are based on **3,876** enrolled employees and **9,182** enrolled members.

→ Truveris was provided claims data for the time period **10/01/2019 – 09/30/2020** with an annual Drug Spend of **$13.4M**.

→ Cost and Utilization trend factors were applied by drug classification, Brand, Generic, and Specialty, to project a 3-year forecast against which the submitted bids are compared.

→ The RFP was launched on **11/20/2020**.

Next Steps

Tentative Project Timeline	
Phase	**Date**
Project Configuration	
Kickoff Call	10/13/20
Receipt of all data	11/18/20
RFP Configuration	
Round 1	
Round 1 Launch	11/20/20
Bid Invitation Deadline	11/25/20
Round 1 Close	12/16/20
Round 1 QC	
Round 1 Results Meeting	1/05/2021
Round 2	
Round 2 Launch	1/05/2021
Round 2 Close	1/12/2021
Round 2 QC	
Round 2 Results Meeting	1/26/2020
Post RFP	
Award Deadline	4/1/21
Plan Start Date	7/1/21

Next Steps

→ Outstanding items

→ Vendor elimination

→ Launch Round 2

19

20

3 Year Financial Summary

	Current Contract	BCBS MA	BCBS MA	HealthSmart	Capital Rx	Optum	CVS Health
Pricing Structure	Traditional	Traditional	Traditional	Traditional	Pass-Through	Traditional	Traditional
Rebates	Reinvested	Reinvested	Guarantees	Guarantees	Guarantees	Guarantees	Guarantees
Type of Formulary	Closed	Closed	Closed	Closed	Closed	Closed	Closed
Network	Retail 30: Broad Retail 90: CVS	Retail 30: Broad Retail 90: CVS	Retail 30: Broad Retail 90: CVS	Retail 30: Broad Retail 90: CVS	Retail 30: Broad Retail 90: CVS	Retail 30: Broad Retail 90: CVS	Retail 30: Broad Retail 90: CVS
Specialty	Exclusive	Exclusive	Exclusive	Exclusive	Exclusive	Exclusive	Exclusive
Ingredient Cost	$49,805,385	$45,667,221	$53,867,852	$56,398,776	$52,555,808	$55,974,305	$57,794,948
Dispensing Fee	$319,715	$175,003	$174,972	$267,046	$164,727	$209,714	$127,449
Drug Spend	**$50,125,100**	**$45,842,224**	**$54,042,823**	**$56,665,822**	**$52,720,535**	**$56,184,018**	**$57,922,397**
Admin Fees	$0	$0	$0	$0	$2,595,578	$0	$0
Rebates	$0	$0	($14,784,530)	($14,461,330)	($11,501,346)	($18,258,264)	($20,756,730)
Carve-Out Fees	N/A	N/A	N/A	$97,500	$97,500	$62,500	$62,500
Commission Fees	N/A	$1,125,000	$1,125,000	Included	Included	Included	Included
Bid Cost	**$50,125,100**	**$46,967,224**	**$40,383,294**	**$42,301,993**	**$43,912,268**	**$37,988,254**	**$37,228,167**
Current Plan Cost	N/A	$50,125,100	$50,125,100	$50,125,100	$50,125,100	$50,125,100	$50,125,100
Total Savings $	N/A	$3,157,876	$9,741,806	$7,823,107	$6,212,832	$12,136,846	$12,896,933
Total Savings %	N/A	6.30%	19.43%	15.61%	12.39%	24.21%	25.73%

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FUNDAMENTALS OF QUALIFIED HEALTH DEDUCTIBLE HEALTH PLANS AND HEALTH SAVINGS ACCOUNTS

Learn how members can take advantage of lower premiums with qualified high-deductible health plans (HDHP) and the tax-free benefits that come with Health Savings Account (HSA)-eligible plans.

You're Invited!

Please join our live webinar for an exclusive discussion with Tanya Chakmakian, Account Executive at Blue Cross Blue Shield of Massachusetts; and Stacie Jackson, Regional Sales Director at HealthEquity®´, our health financial account partner.

Wednesday, January 27, 2021

10:00 a.m.–11:00 a.m. ET

About Tanya Chakmakian

As an account executive, Tanya works specifically with cities and towns by understanding and planning for their unique needs and challenges, and helps them implement relevant benefit changes including member-facing programs and plan designs. Tanya is also responsible for account-related activities such as member education and operational assessments.

A graduate of Stonehill College, Tanya has been with Blue Cross for more than 30 years, and has extensive knowledge of Blue Cross products and services.

About Stacie Jackson

Stacie Jackson is a Regional Sales Director for HealthEquity, which serves more than five million HSA members and more than one hundred thousand employers nationwide. She is responsible for selling HealthEquity's consumer-directed products, such as HSAs, health reimbursement accounts, flexible spending accounts, commuter accounts, COBRA, and more.

Stacie received her MBA from Southern New Hampshire University and her BA from Chadron State College in Nebraska. She is a certified HSA Expert, and a registered Continuing Education Instructor for brokers and human resources professionals.

RSVP Today!

Space is limited – reserve your spot by registering here.

 000752799 (1/21)

MASSACHUSETTS

July 2021 Medical Renewal

joes@hcgit.org

July 2021 Medical Renewal

Received:	Jan 14, 2021 5:47 PM
Expires:	Apr 14, 2021 4:47 PM
From:	heidi.fountain@bcbsma.com
To:	joes@hcgit.org
Cc:	
Subject:	July 2021 Medical Renewal

Attachments: HCGIT_Medical Renewal_2021.pdf, 2021 Renewal _HCGIT_Client.pdf, image001.png

Joe, attached is the July 2021 medical renewal for Hampshire County Group Insurance Trust.

In appreciation of the Trust's partnership we will not be increasing the Trust's medical CPC (cost per contract) for July 1, 2021 – June 30, 2022. Thank you for your business and continued partnership.

I wanted to make sure you had the renewal by the end of the day today. You'll notice on the attached rating exhibit there is a CPC increase reflected. I will have the exhibit updated and resent to you tomorrow. Page 8 of the PDF medical renewal package has the correct, no increase, CPC rate.

Medical renewal is calling for a 5.9% increase to expected claims rates. Please keep in mind our underwriter's current expected claims rates differ from the rates HCGIT uses.
HMO medical trend is 6.29%.
Pharmacy trend is 12.03%.
Renewal includes a 7.7% non-recurring pandemic factor applied to the most recent period.
Medical CPC (cost per contract) is not increasing.

Please let me know if you have any questions or would like to set up a call to review the renewal.

Thank you.

Best,

Heidi

Heidi Fountain

Account Executive

T: (617) 246-3002

Blue Cross Blue Shield of Massachusetts

MASSACHUSETTS

SELF-FUNDED RATE EXHIBIT

Network Blue NE

		Rate
Expected Claims	Individual	$689.22
	2 Party	$1,605.21
	Family	$1,990.10
Composite Cost per Contract	Composite	$51.41
Recommended Working Rates	Individual	$714.76
	2 Party	$1,664.69
	Family	$2,063.84
Level Monthly Deposit		$4,703,900

Blue Care Elect Preferred

		Rate
Expected Claims	Individual	$746.53
	Family	$2,044.65
Composite Cost per Contract	Composite	$55.87
Recommended Working Rates	Individual	$775.24
	Family	$2,123.28
Level Monthly Deposit		$1,018,000

23

	BCBS Working Rate	Trust Current Rate	$$ Difference	% Difference
HMO - Single	$ 714.76	$ 633.26	$ 81.50	12.87%
HMO +1	$ 1,664.69	$ 1,474.70	$ 189.99	12.88%
HMO - Family	$ 2,063.84	$ 1,817.88	$ 245.96	13.53%
PPO -Single	$ 775.24	$ 729.84	$ 45.40	6.22%
PPO - Family	$ 2,123.28	$ 1,993.26	$ 130.02	6.52%

	BCBS Working Rate & Reins.	Trust Current Rate & Reins.	$$ Difference Difference	% Difference Difference
HMO - Single	$ 733.99	$ 633.26	$ 100.73	15.91%
HMO +1	$ 1,726.77	$ 1,474.70	$ 252.07	17.09%
HMO - Family	$ 2,125.92	$ 1,817.88	$ 308.04	16.95%
PPO -Single	$ 794.47	$ 729.84	$ 64.63	8.86%
PPO - Family	$ 2,185.36	$ 1,993.26	$ 192.10	9.64%

PPO

	Claims	Admin	Reins	Total Expenses	Estimated Premium	Net P/L		
Jan 2018	849,780.63	38,155.32	26,397.16	914,333.11	958,943.20	44,610.09		
Feb	1,086,047.88	38,044.08	26,353.86	1,150,445.82	957,530.16	(192,915.66)		
Mar	826,452.00	37,932.84	26,310.56	890,695.40	956,117.12	65,421.72		
April	886,879.64	38,251.77	-	925,131.41	950,495.88	25,364.47		
May	899,336.01	38,139.43	-	937,475.44	949,082.84	11,607.40		
June	872,428.94	38,083.26	-	910,512.20	945,918.96	35,406.76		
July	932,924.51	36,566.67	17,281.77	986,772.95	962,523.84	(24,249.11)		New Prem Rate
August	939,934.62	36,398.16	17,217.36	993,550.14	939,138.30	(54,411.84)		
September	603,918.72	35,948.80	16,952.00	656,819.52	924,455.64	267,636.12		
October	816,145.35	36,398.16	17,195.76	869,739.27	937,874.88	68,135.61		
November	866,809.88	36,398.16	17,130.96	920,339.00	934,084.62	13,745.62		
December	825,025.84	36,341.99	17,073.49	878,441.32	930,827.94	52,386.62		
Jan - 2019	764,260.28	36,061.14	16,894.14	817,215.56	920,861.64	103,646.08		
Feb	852,795.25	36,061.14	16,958.94	905,815.33	924,651.90	18,836.57		
Mar	958,192.58	36,061.14	16,980.54	1,011,234.26	925,915.32	(85,318.94)		
Apr	974,718.57	36,061.14	16,958.94	1,027,738.65	924,651.90	(103,086.75)		
May	903,275.46	36,173.48	17,030.68	956,479.62	928,638.42	(27,841.20)		
June	896,419.80	36,061.14	17,023.74	949,504.68	928,442.16	(21,062.52)		
July	828,103.66	36,931.23	20,067.37	885,102.26	932,483.88	47,381.62		
August	1,060,059.94	36,817.77	20,008.86	1,116,886.57	929,760.78	(187,125.79)		
September	656,177.90	37,101.42	19,973.07	713,252.39	928,356.30	215,103.91		
October	822,673.20	37,611.99	20,222.36	880,507.55	939,978.54	59,470.99		
November	1,030,217.07	37,498.53	20,163.85	1,087,879.45	937,255.44	(150,624.01)		
December	830,913.02	37,158.15	20,072.35	888,143.52	932,876.40	44,732.88		
January	791,865.54	37,101.42	20,029.09	848,996.05	930,883.14	81,887.09		
February	836,020.26	37,044.69	19,871.30	892,936.25	926,363.04	33,426.79		
March	1,115,356.89	36,931.23	19,929.81	1,172,217.93	923,639.94	(248,577.99)		
April	537,179.13	37,101.42	19,917.05	594,197.60	925,829.46	331,631.86		
May	1,080,841.20	37,214.88	19,919.54	1,137,975.62	926,025.72	(211,949.90)		
June	791,542.88	37,214.88	20,003.57	848,761.33	929,815.98	81,054.65	**IY-YTD 2020**	**96,412.10**
July	924,156.45	36,985.94	27,912.33	989,054.72	944,302.38	(44,752.34)	**Calendar**	
August	879,922.48	36,762.46	28,250.74	944,935.68	940,119.60	(4,816.08)	**YTD**	**636,433.81**
September	641,678.92	37,321.16	28,657.29	707,657.37	952,471.68	244,814.31		
October	807,234.13	37,321.16	28,614.44	873,169.73	953,735.10	80,565.37	**IY-YTD 2021**	**568,961.31**
November	793,323.43	37,321.16	28,742.99	859,387.58	956,261.94	96,874.36		
December	698,327.46	37,488.77	28,886.38	764,702.61	960,978.30	196,275.69		

25

HMO

	Claims	Admin	Reins	Total Expenses	Estimated Premium	Net P/L		
Jan - 2018	3,320,891.25	164,249.25	128,953.32	3,614,093.82	3,793,455.38	179,361.56		
Feb	3,367,913.10	163,892.74	128,592.40	3,660,398.24	3,780,893.64	120,495.40		
Mar	4,241,479.11	163,790.88	128,519.19	4,533,789.18	3,777,529.18	(756,260.00)		
Apr	3,260,539.29	165,791.12	-	3,426,330.41	3,793,724.92	367,394.51		
May	3,462,467.50	165,328.16	-	3,627,795.66	3,784,519.26	156,723.60		
Jun	3,884,560.70	164,968.08	-	4,049,528.78	3,775,044.06	(274,484.72)		
Jul	3,013,303.92	165,122.40	89,114.70	3,267,541.02	3,982,041.32	714,500.30	New Prem Rate	
Aug	4,371,670.97	164,196.48	88,728.24	4,624,595.69	3,962,848.56	(661,747.13)		
Sep	3,213,563.00	165,636.80	89,538.20	3,468,738.00	4,003,132.28	534,394.28		
Oct	3,689,951.26	165,894.00	89,652.75	3,945,498.01	3,998,969.46	53,471.45		
Nov	4,416,776.35	166,356.96	89,673.18	4,672,806.49	4,003,938.06	(668,868.43)		
Dec	3,013,045.48	166,099.76	89,429.03	3,268,574.27	3,993,697.06	725,122.79		
Jan - 2019	3,438,957.77	166,254.08	89,320.64	3,694,532.49	3,988,677.22	294,144.73		
Feb	3,454,319.05	166,408.40	89,320.25	3,710,047.70	3,987,521.40	277,473.70		
Mar	4,320,137.69	166,099.76	89,126.63	4,575,364.08	3,978,141.92	(597,222.16)		
Apr	3,605,223.41	166,099.76	88,997.03	3,860,320.20	3,974,122.82	113,802.62		
May	4,378,827.27	165,996.88	89,054.89	4,633,879.04	3,976,222.06	(657,656.98)		
June	3,780,339.53	165,945.44	88,997.42	4,035,282.39	3,974,249.10	(61,033.29)		
July	3,489,989.06	168,785.55	106,239.49	3,765,014.10	4,023,755.36	258,741.26	No rate change	
August	4,299,662.83	169,097.25	106,274.97	4,575,035.05	4,023,469.78	(551,565.27)		
Sept	3,888,552.44	169,512.85	106,481.00	4,164,546.29	4,026,598.84	(137,947.45)		
Oct	3,696,468.48	169,408.95	106,170.40	3,972,047.83	4,012,456.58	40,408.75		
Nov	3,971,236.15	169,045.30	106,007.63	4,246,289.08	4,006,340.88	(239,948.20)		
Dec	3,750,301.04	169,460.90	106,017.59	4,025,779.53	4,009,070.74	(16,708.79)		
Jan	3,901,446.77	168,941.40	105,753.05	4,176,141.22	3,999,372.38	(176,768.84)		
Feb	3,745,781.19	168,785.55	105,595.26	4,020,162.00	3,993,763.66	(26,398.34)		
Mar	3,664,987.36	168,629.70	105,661.55	3,939,278.61	3,995,229.64	55,951.03		
Apr	3,036,942.22	168,110.20	105,340.99	3,310,393.41	3,981,446.14	671,052.73		
May	2,963,553.75	168,058.25	105,297.73	3,236,909.73	3,980,657.80	743,748.07		
June	3,237,777.11	167,642.65	105,035.68	3,510,455.44	4,154,642.64	644,187.20	**IY-20 YTD 2**	**1,264,752.15**
July	4,314,365.85	166,259.94	147,455.26	4,628,081.05	4,171,856.64	(456,224.41)	**Calendar**	
August	3,438,339.06	166,157.12	148,022.76	3,752,518.94	4,162,946.62	410,427.68	**YTD**	**2,654,057.66**
September	3,584,710.62	165,540.20	147,877.70	3,898,128.52	4,157,716.74	259,588.22		
October	3,957,707.55	166,516.99	148,200.22	4,272,424.76	4,166,161.80	(106,262.96)	**IY-21 YTD 2021**	
November	3,655,790.85	166,414.17	147,776.11	3,969,981.13	4,154,233.70	184,252.57		**742,285.81**
December	3,382,907.53	166,465.58	147,538.24	3,696,911.35	4,147,416.06	450,504.71		

26

Hampshire County Group Insurance Trust

Statement Of Net Assets

	Unaudited As of 12/30/2020	Unaudited As of 11/30/2020	Unaudited As of 6/30/2020	Unaudited As of 6/30/2019
Assets				
Current				
Cash and short term investments	12,209,248	12,165,293	8,956,887	10,468,464
Investments	28,752,961	28,396,275	24,129,217	20,660,418
Member accounts receivable	1,662,425	1,270,703	3,671,425	4,545,620
Due From Other Funds	-	-	-	-
Total Assets	$ 42,624,634	$ 41,832,271	$ 36,757,529	$ 35,674,502
Liabilities				
Current				
Medicare Part D Premium Payable				
ACA Transitional Reinsurance or PCORI Payable			28,697	27,511
Claims Settlement Payable/Receivable	(292,739)	175,129	(2,213,692)	1,374,178
Member Deposits	4,444,802	4,444,802	4,444,802	4,399,802
Accrued claims payable (IBNR)***	4,832,599	4,832,599	4,832,599	4,458,994
Total Current Liabilities	$ 8,984,662	$ 9,452,530	$ 7,092,406	$ 10,260,485
Noncurrent Liabilities				
Accrued Compensated absences***	38,643	38,643	38,643	34,000
Net OPED Obligation ***	278,190	278,190	278,190	265,066
Net Pension Liability***	768,540	768,540	768,540	650,000
Total Noncurrent Liabilities	$ 1,085,373	$ 1,085,373	$ 1,085,373	$ 949,066
Total Liabilities	**$ 10,070,035**	**$ 10,537,903**	**$ 8,177,779**	**$ 11,209,551**
Net Assets				
Unrestricted	$ 32,554,599	$ 31,294,368	$ 28,579,750	$ 24,464,951
Total Net Assets	**$ 32,554,599**	**$ 31,294,368**	**$ 28,579,750**	**$ 24,464,951**

** Estimated data

FY-22 Rate Options

1. Leave rates unchanged

   Pro: Budget friendly to our Units, would allow Trust to keep rate increases in future years down

   Con: Does not conform to our vote to work on reducing our surplus

2. Premium Holiday of 1 month ($6m) with no rate change for FY-22

   Pro: Budget friendly to Units, would allow Trust to keep to its promise of reducing excess surplus

   Con: Administrative work to our Units to turn off and turn back on health insurance premium deductions

3. Premium reduction of 3-5% ($1.8-$3.1m)

   Pro: Budget friendly to Units, would allow Trust to keep to its promise of reducing excess surplus

   Con: Administrative work to our Units to adjust premium deductions to ee's.