

# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

## Executive Committee Meeting Notice and Agenda March 16, 2022 9:00 A.M. Via ZOOM Teleconference

Call to Order	RK
Approval of Minutes of February 2022	RK
Financial Report (Vote) Month of February 2022 Income & Expenses & Operating Expenses For Trust and Wellness Initiative	JS
Wellness Update	MK
Staffing/Budget	JS
CVS Covid Test Kit, Reimbursement	JS
IT Update	JS
Milliman Review and Contract	JS/JG
Reinsurance	JS
Adjournment	RK

### Meeting Schedule

Insurance Advisory Committee – April 13, 2022, 10:00 a.m., via Zoom  
Executive Committee – May 11, 2022, 9:00 a.m., via Zoom  
Executive Committee – June 15, 2022, 9:00 a.m., via Zoom

Joseph Shea is inviting you to a scheduled Zoom meeting.

Join Zoom Meeting

<https://us02web.zoom.us/j/83128513927?pwd=aUVUMVNO5XFKdzBuUDJENmhPWGdnUT09>

Meeting ID: 831 2851 3927

Passcode: 383384

One tap mobile

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# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

98 KING STREET  
NORTHAMPTON, MA 01060

**TO:** All Trust Member Units

**RE:** **Minutes of February 16, 2022**  
Executive Committee Meeting  
Via Zoom Teleconference

## **MEMBERS PRESENT:**

Russ Kaubris	Lisa Banner	Michelle Hill
Rich Carmignani Jr	Deborah Kuhn	Donna Whiteley
Denise Cashin	Emily Russo	

## **OTHERS PRESENT:**

Joseph Shea	Cynthia Smith	Diane Sexton
Michele Komosa		

## **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 9:01 a.m. with a quorum present.

## **APPROVAL OF MINUTES**

Chairman Russ Kaubris requested that the minutes of January 19, 2022 be approved by unanimous consent, all were in favor.

## **FINANCIAL REPORT**

### **Financial Report**

The Financial Report for the month of January was presented reflecting a starting balance of \$6,406,649.32 with a total monthly income received of \$5,541,121.98 and monthly expenses of \$6,500,569.84 with a total net monthly income of (\$959,447.86) and an ending month balance of \$5,447,201.46 with accounts receivable of \$1,042,310.64 leaving a total of \$40,849,762.19.

### **Investments and CD's for January 2022**

The investments portfolio value was \$14,114,104.09 with a market change of (\$499,805.84) leaving a total of \$13,614,298.25. The starting balance in CD's was \$16,172,494.41, with interest earned of \$4,128.72 leaving a balance of \$16,176,623.13.

## **JANUARY EXPENDITURES**

The expenditures for the month of January were reviewed.

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

### **WELLNESS UPDATE**

Michele gave an update on the Wellness Initiative program:

- **Newsletter** – The February newsletter was sent out.
- **Spring Challenge** – This will run April 4<sup>th</sup> to May 2<sup>nd</sup>.
- **Virtual Wellness Events** – To date there have been 47 online events hosted including webinars and cook classes. Recordings of the virtual sessions are made available via a link on FB to view anytime. There have been 5 more events scheduled for February and early March.

For more information on any wellness programs contact Michele Komosa via email at [michelek@hcgkit.org](mailto:michelek@hcgkit.org).

### **WELLNESS MINI GRANTS**

Michele stated she has had difficulty getting reports back from participants and participants have found it hard to utilize their funds due to covid. Due to these issues, the mini grant program will no longer be offered. Michele is hopeful to begin something new such as bringing back the colonoscopy campaign or finding a way to promote biometric screenings.

### **CVS COVID TEST KIT REIMBURSEMENT**

Joe reported the rollout for covid test kit coverage did not work as originally planned. It seems most needed to be purchased upfront by the member and then submitted for reimbursement. So far only a couple dozen claims have been processed.

### **BCBS SERVICE ISSUES**

Joe stated we are still experiencing some issues with BCBS. He is meeting with them later today to discuss this. Joe also explained in our RFP process, BCBS has requested that we have a benefit comparison done by an actuary to ensure quotes are on identical benefits.

On a motion by Rich Carmignani Jr, seconded by Lisa Banner, it was voted to allow up to \$30,000 to be used to move forward with an actuarial study. A roll call vote was taken with all in favor.

### **MEDEX DISCUSSION**

Joe stated most members are able to provide their Medicare information timely. In the agenda packet there was a notice that one of our units uses to ensure their members are aware of the policies, as well as information provided by BCBS on Medicare guidelines in hopes that the additional information may be useful for units to share.

### **EASTHAMPTON REQUEST**

Joe reported that Easthampton paid their March premiums late. They have been assessed a fee which they are requesting a one-time waiver on. This was followed by some discussion.

On a motion by Donna Whiteley, seconded by Rich Carmignani Jr, it was voted to allow Easthampton a one-time waiver of their late fee assessment. A roll call vote was taken with all in favor.

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### **EC OPEN POSITION**

Joe explained we still needed someone to fill the EC vacancy for a town under 5,000. Joe stated the Trust agreement is specific on the EC required representatives so the position cannot be filled by just anyone unless the Trust agreement was changed. It was discussed to leave the seat open until someone representing a town under 5,000 fills it.

### **NATUROPATHIC CARE**

Joe stated a member reached out inquiring about coverage for Naturopathic care. Joe inquired with BCBS who stated it is not covered by them as it is not considered to be medically necessary. The EC had a limited discussion about this and concluded with not adding this to coverage at this time.

### **ADJOURNMENT**

Chairman Russ Kaubris requested to adjourn the meeting by unanimous consent at 9:56 a.m., all were in favor.

Respectfully submitted,  
Cynthia Smith

### **Meeting Schedule**

Executive Committee – March 16, 2022, 9:00 a.m., via Zoom  
Insurance Advisory Committee – April 13, 2022, 10:00 a.m., via ZOOM  
Executive Committee – May 11, 2022, 9:00 a.m., via Zoom

# **HAMPSHIRE COUNTY GROUP INSURANCE TRUST**

**FISCAL YEAR 2020** OPERATING EXPENSES (July 1, 2021 to June 30, 2022)

ITEM CODE	BUDGET ITEMS	FY2020	FY-2021	FY-2022
		Budgeted 7/1/19-6/30/20	Budgeted 7-1/6-30	Budgeted 7-1/6-30
	WAGES & BENEFIT	7/1/19-6/30/20	7-1/6-30	7-1/6-30
5110	SALARY*	335,000.00	345,000.00	368,000.00
5145	LONGEVITY	575.00	4,000.00	5,000.00
5130	OVERTIME		-	-
5120	TEMP EMPLOYEE SAL		-	-
481	FICA (002)		-	-
5180	MED TAX (0145)	5,000.00	-	-
	CONTRIBUTORY RET.	88,000.00	98,000.00	104,644.00
5189	EMP ASST. PROG. EAP		-	-
5184	HEALTH INSURANCE	40,000.00	42,500.00	59,500.00
5185	LIFE INSURANCE	320.00	320.00	350.00
5189	UNEMP HEALTH INS TAX		-	-
TOT. WAGES & BENEFITS		468,895.00	489,820.00	537,494.00
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ITEM CODE	BUDGET ITEMS	FY2020 Budgeted											
		NON SALARY EXP 7/1/19-6/30/20											
	ADM. CONT. SERVICES (FS&PF)	-	-	-	-	-	-	-	-	-	-	-	-
5300													
	Rent	15,450.00	15,600.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00
	Parking	1,200.00	500.00										
5305	ADM. CONT. SERVICES (Audit)	12,500.00	13,500.00										
5320	LEGAL	5,000.00	3,000.00		8,000.00							5,000.00	
5340	TELEPHONE/INTERNET	3,500.00	3,600.00	405.79	375.98								
5480	FOOD SUPPLIES	600.00	600.00	12.47	10.18			10.08			10.08		
5420	OFFICE & COMPUTER SUPPLI	2,000.00	2,500.00								261.45		
5580	MISC. EXPENSES	700.00	500.00	63.69	302.97			72.51			99.66		
5580	NEWSPAPER/MAGS/BOOKS	-											
5420	POSTAGE (Stamps)	3,500.00	3,500.00								38.22		
5275	POSTAGE METER RENTAL									1,715.51			
5380	MINI GRANTS/WEILLNESS	25,000.00	25,000.00	9,600.00	12.33			9.30				5,500.00	
5420	STATIONERY & OFF. SUPP.									397.56			
5780	SURETY BONDS	1,750.00	1,750.00	176.00									
5340	TELEPHONES	-								100.00			
5320	TRAINING	500.00											
5710	TRAVEL IN/OUT of STATE	3,000.00	3,000.00	96.32	77.21			38.08					
5188	UTILITIES	3,000.00	4,800.00		436.50		348.22	489.18			438.59	447.55	405.76
	TOT. Indirect Costs	-	-										
Total Non-Salary		104,650.00	77,850.00	11,481.79	1,931.00	10,811.32	1,648.22	4,032.22	2,148.00	12,247.55	1,705.76		

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ITEM CODE	BUDGET ITEMS	FY2020		FY-2021		FY-2022		July	August	September	October	November	December	January	February
		Budgeted 7/1/19-6/30/20	Budgeted 7-1/6-30	Budgeted 7-1/6-30	Budgeted 7-1/6-30										
	I.T.														
6000	COMPUTER HARDWARE	20,000.00	-	-	-	-	-								
5420	COMPUTER SOFTWARE														
5420	COMPUTER SUPPLIES	500.00	1,000.00	1,000.00											
5660	DESK TOP PCs	2,000.00													
5300	MISC PROF & TECH SERV.**	18,000.00	26,400.00	40,000.00	13,246.38	1,954.00	1,993.00	7,664.00	7,714.00	2,283.87	1,351.00	10,989.40			
TOTAL DATA PROCESSING		40,500.00	27,400.00	41,000.00	13,246.38	1,954.00	1,993.00	7,664.00	7,714.00	2,283.87	1,351.00	10,989.40			
TOTALS		614,045.00	594,920.00	656,344.00	175,502.65	32,763.82	54,626.89	38,434.58	40,880.54	33,560.22	42,756.81	41,956.21			



# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

## INCOME AND EXPENSE REPORT

ITEMS	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB
Starting Cash Balance	\$7,848,722.05	\$8,881,138.52	\$9,544,027.66	\$8,061,442.35	\$6,050,751.15	\$8,840,726.73	\$6,787,848.80	\$5,652,647.45	\$5,459,337.70	\$5,612,597.52	\$6,406,649.32	\$5,447,201.46
Adjustments												
Total Starting Balance	\$7,848,722.05	\$8,881,138.52	\$9,544,027.66	\$8,061,442.35	\$6,050,751.15	\$8,840,726.73	\$6,787,848.80	\$5,652,647.45	\$5,459,337.70	\$5,612,597.52	\$6,406,649.32	\$5,447,201.46
<b>MONTHLY INCOME</b>												
Total Premium Collected	6,775,290.10	6,394,541.30	4,247,507.54	3,722,871.17	9,130,818.03	5,414,125.09	5,284,023.37	6,293,156.75	6,761,904.63	5,996,393.80	5,540,504.06	5,891,346.12
Interest Income (MMDT)	881.98	799.90	786.35	888.54	786.38	787.96	633.39	562.44	611.54	560.95	617.92	325.92
Other Income or Adjustments												
BCBS SR Premium Collected												
<b>TOTAL MONTHLY INCOME</b>	6,776,172.08	6,395,341.20	4,248,293.89	3,723,759.71	9,131,604.41	5,414,913.05	5,284,656.76	6,293,719.19	6,762,516.17	5,996,954.75	5,541,121.98	5,891,672.04
<b>MONTHLY EXPENSES</b>												
BCBS Admin Cost (estimate)												
Claim Deposit	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	4,956,200.00	4,503,600.00	4,503,600.00	4,503,600.00	4,503,600.00	4,503,600.00	4,519,500.00	4,519,500.00
Reinsurance (Ind.&Agg.)	174,768.43	175,487.65	175,369.13	175,540.89		374,928.01	186,090.46	186,802.41	188,059.38	179,040.56	189,143.17	2,938.92
BCBS Settlement						973,019.80						797,590.59
Recon adjust w/Finance												
BCBS Sr Premium Paid												
Other Exp. & Claim Settlement	445,894.85	445,796.20	450,205.12	448,178.59	1,209,926.18	1,583,479.35	1,675,540.76	1,758,191.95	1,876,716.43	486,702.17	1,749,169.86	2,207,343.88
Total Plan Expenses	5,692,963.28	5,693,583.85	5,697,874.25	5,696,019.48	6,166,126.18	7,435,027.16	6,365,231.22	6,448,594.36	6,568,375.81	5,169,342.73	6,457,813.03	7,527,373.39
Total Unit Operating Expenses	50,792.33	38,868.21	33,004.95	38,431.43	175,502.65	32,763.82	54,626.89	38,434.58	40,880.54	33,560.22	42,756.81	41,956.21
<b>TOTAL MONTHLY EXPENSES</b>	5,743,755.61	5,732,452.06	5,730,879.20	5,734,450.91	6,341,628.83	7,467,790.98	6,419,858.11	6,487,028.94	6,609,256.35	5,202,902.95	6,500,569.84	7,569,329.60
<b>TOTAL NET MONTHLY INCOME</b>	1,032,416.47	662,889.14	(1,482,585.31)	(2,010,691.20)	2,789,975.58	(2,052,877.93)	(1,135,201.35)	(193,309.75)	153,259.82	794,051.80	(959,447.86)	(1,677,657.56)
<b>BALANCE</b>												
Cash Balance	8,881,138.52	9,544,027.66	8,061,442.35	6,050,751.15	8,840,726.73	6,787,848.80	5,652,647.45	5,459,337.70	5,612,597.52	6,406,649.32	5,447,201.46	3,769,543.90
Adjustments												
<b>ENDING MONTHLY BALANCE</b>	8,881,138.52	9,544,027.66	8,061,442.35	6,050,751.15	8,840,726.73	6,787,848.80	5,652,647.45	5,459,337.70	5,612,597.52	6,406,649.32	5,447,201.46	3,769,543.90

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# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

## Fund And Investment Information

FUNDS	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB
Post Employee Ben. S.B.	102,421.52	101,433.50	100,748.96	99,912.68	98,105.09	97,268.81	97,390.19	96,553.91	94,759.97	94,881.35	93,087.41	93,208.79
Funding	971.31	971.31	971.31		957.66	1,915.32	957.66		1,915.32		1,915.32	957.66
Expenses	1,959.33	1,655.85	1,807.59	1,807.59	1,793.94	1,793.94	1,793.94	1,793.94	1,793.94	1,793.94	1,793.94	1,793.94
Total	101,433.50	100,748.96	99,912.68	98,105.09	97,268.81	97,390.19	96,553.91	94,759.97	94,881.35	93,087.41	93,208.79	92,372.51
Accrued 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
OPEB Trust												
Interest												300,000.00
OPEB Trust												19.73
												300,019.73
Investments												
CD's	16,127,175.59	16,135,893.81	16,140,745.56	16,144,337.77	16,148,472.87	16,152,233.17	16,156,403.73	16,160,349.01	16,164,163.87	16,168,374.52	16,172,494.41	16,176,623.13
Deposit												
Interest	8,718.22	4,851.75	3,592.21	4,135.10	3,760.30	4,170.56	3,945.28	3,814.86	4,210.65	4,119.89	4,128.72	3,730.38
Balance	16,135,893.81	16,140,745.56	16,144,337.77	16,148,472.87	16,152,233.17	16,156,403.73	16,160,349.01	16,164,163.87	16,168,374.52	16,172,494.41	16,176,623.13	16,180,353.51
Portfolio Value	12,697,043.09	12,998,070.21	13,257,346.89	13,424,652.88	13,544,628.36	13,713,195.68	13,890,705.56	13,435,973.48	13,840,257.68	13,700,043.20	14,114,104.09	13,614,298.25
Deposit												
Interest	301,027.12	259,276.68	167,305.99	119,975.48	168,567.32	177,509.88	(454,732.08)	404,284.20	(140,214.48)	414,060.89	(499,805.84)	(286,151.42)
Market Change												
Total	12,998,070.21	13,257,346.89	13,424,652.88	13,544,628.36	13,713,195.68	13,890,705.56	13,435,973.48	13,840,257.68	13,700,043.20	14,114,104.09	13,614,298.25	13,328,146.83
Accounts Receivable	892,190.30	396,702.88	2,054,479.57	4,191,649.72	878,593.30	1,287,994.05	1,909,528.02	1,562,981.78	756,460.28	684,908.83	1,042,310.64	1,064,570.63
Total With Accounts Receivable	43,484,846.26	43,915,691.87	44,260,945.17	44,509,727.11	44,158,137.61	42,696,462.25	41,731,171.79	41,597,620.92	40,808,476.79	41,947,363.98	40,849,762.19	39,211,127.03

## MONTHLY ACCOUNTS RECEIVABLE

# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

**FOR MARCH 2022 PREMIUMS**

**MARCH PREMIUMS NOT PAID**

AS OF FEBRUARY 28, 2022

TO AVOID LATE ASSESSMENT FEE  
INVOICE MUST BE PAID **BEFORE:**

**March 3, 2022**

ATHOL	187,844.41	3/1/2022
CHESTER	17,038.48	3/3/2022
HADLEY	170,948.20	3/1/2022
MIDDLEFIELD	3,847.32	3/2/2022
PLAINFIELD	7,604.40	3/2/2022
SHFD #2	20,871.60	3/2/2022
WILLIAMSBURG	68,702.88	3/2/2022
ASHFIELD	9,495.24	3/3/2022
CHARLEMONT	7,481.32	3/3/2022
EASTHAMPTON	570,736.78	3/3/2022

\$ 1,064,570.63



## TRANSACTION REPORT FEBRUARY 2022 (FY22)

\$ 5,447,201.46

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# Hampshire County Group Insurance Trust

## IY-2019-2020 Plan Count

PLAN		2021												2022											
HMO BLUE		JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR								
	H-Employee Only	552	557	561	567	566	566	568	560	560	573	579	586	588	585	583	592								
	H-Employee + 1	373	370	367	370	375	374	378	381	370	372	368	366	371	367	368	360								
	H-Family	548	545	546	544	543	541	549	551	551	557	561	559	557	560	554	553								
	Total H HMO	1473	1472	1474	1481	1484	1481	1495	1492	1481	1502	1508	1511	1516	1512	1505	1505								
	F-Employee Only	690	687	694	699	696	696	705	694	689	706	714	715	718	709	708	709								
	F-Employee + 1	382	377	375	372	372	373	377	368	366	370	379	379	380	379	382	380								
	F-Family	682	679	676	678	674	676	670	663	664	659	657	664	666	663	659	658								
	Total F HMO	1754	1743	1745	1749	1742	1745	1752	1725	1719	1735	1750	1758	1764	1751	1749	1747								
	Total Employee Plans	1242	1244	1255	1266	1262	1262	1273	1254	1249	1279	1293	1301	1306	1294	1291	1301								
	Total Employee + 1	755	747	742	742	747	747	755	749	736	742	747	745	751	746	750	740								
	Total Family Plans	1230	1224	1222	1222	1217	1217	1219	1214	1215	1216	1218	1223	1223	1223	1213	1211								
	Total H&F HMO Plans	3227	3215	3219	3230	3226	3226	3247	3217	3200	3237	3258	3269	3280	3263	3254	3252								

<b>BLUE CARE ELECT PREFERRED (PPO)</b>																													
H-Employee Only	179	182	180	180	179	177	184	189	190	194	190	189	185	184	182	182													
H-Family	242	241	242	239	238	238	241	242	238	238	240	242	240	243	247	246													
Total H PPO	421	423	422	419	417	415	425	431	428	432	430	431	425	427	429	428													
F-Employee Only	117	118	117	120	115	119	126	128	124	121	124	128	127	128	129	132													
F-Family	128	127	129	129	130	129	143	142	141	141	147	150	151	149	152	151													
Total F PPO	245	245	246	249	245	248	269	270	265	262	271	278	278	277	281	283													
Total Employee Plans	296	300	297	300	294	296	310	317	314	315	314	317	312	312	311	314													
Total Family Plans	370	368	371	368	368	367	384	384	379	379	387	392	391	392	399	397													
Total H&F PPO Plans	666	668	668	668	662	663	694	701	693	694	701	709	703	704	710	711													

<b>MEDEX</b>																													
H-Employee Only	1237	1240	1240	1244	1245	1250	1263	1263	1268	1275	1284	1283	1288	1286	1288	1288													
F-Employee Only	1262	1269	1272	1273	1274	1273	1274	1280	1282	1284	1285	1287	1293	1304	1296	1296													
Total MEDEX Plans	2499	2509	2512	2517	2519	2523	2537	2543	2550	2559	2569	2570	2581	2590	2584	2584													

<b>TOTAL - All Plans</b>																													
	6392	6392	6399	6415	6407	6412	6478	6461	6443	6490	6528	6548	6564	6557	6548	6547													

# Hampshire County Group Insurance Trust

## Claim Payments

	CLAIMS			AMOUNT PAID		VARIANCE	CUMULATIVE VAR.	
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	A	\$	5,072,300.00	A	\$ (467,867.66)	\$ (292,738.67)
Jan-21	\$	5,094,645.16	A	\$	5,072,300.00	A	\$ 22,345.16	\$ (270,393.51)
February	\$	4,866,097.70	A	\$	5,072,300.00	A	\$ (206,202.30)	\$ (476,595.81)
March	\$	5,055,328.42	A	\$	5,072,300.00	A	\$ (16,971.58)	\$ (493,567.39)
April	\$	6,209,756.93	A	\$	5,072,300.00	A	\$ 1,137,456.93	\$ 643,889.54
May	\$	5,272,497.71	A	\$	5,072,300.00	A	\$ 200,197.71	\$ 844,087.25
June	\$	5,201,232.55		\$	5,072,300.00		\$ 128,932.55	\$ 973,019.80
July	\$	4,233,942.93		\$	4,956,200.00		\$ (722,257.07)	\$ 250,762.73
August	\$	4,199,688.21		\$	4,503,600.00		\$ (303,911.79)	\$ (53,149.06)
September	\$	4,013,790.09		\$	4,503,600.00		\$ (489,809.91)	\$ (542,958.97)
October	\$	4,857,186.73		\$	4,503,600.00		\$ 353,586.73	\$ (189,372.24)
November	\$	4,665,928.58		\$	4,503,600.00		\$ 162,328.58	\$ (27,043.66)
December	\$	5,328,234.25		\$	4,503,600.00		\$ 824,634.25	\$ 797,590.59
January 22	\$	3,186,088.18		\$	4,519,500.00		\$ (1,333,411.82)	\$ (535,821.23)
Feb	\$	4,253,200.86		\$	4,519,500.00		\$ (266,299.14)	\$ (802,120.37)

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

2/1/2022 wire	5,317,090.59	BCBS			Yes	Monthly Claim prefunding & qtrly settlement
2/1/2022 wire	188,629.29	Stealth Partner Group	xxx			Reinsurance- Feb
2/1/2022	1,300.00	King St Realty	5270			Rent - Feb
2/1/2022	49.25	Boston Mutual				Life Insurance - Feb
2/1/2022	185.74	PPI - ACSA Group Ins				Dental Insurance -Feb
2/1/2022	24.09	Verizon				Telephone Expense
2/1/2022	7,658.90	CanRx	xxx		Yes	CanRx claims
2/2/2022 ACH	10,777.43	Checkwriters				Net Payroll, 2/2/22
2/3/2022 ACH	415,770.87	CVS Claims				Rx claims
2/8/2022 ACH	1,389.40	Paragus Strategic	5300			Various IT
2/9/2022 ACH	(52,804.12)	UNUM				Reinsurance reimburseable
2/10/2022 ACH	358,137.30	CVS Claims				Rx claims
2/11/2022 ACH	(132,886.25)	UNUM				Reinsurance reimburseable
2/16/2022 ACH	10,894.35	Checkwriters				Net Payroll, 2/16/22
2/18/2022	56.37	National Grid				Electric
2/18/2022	2,557.02	Hampshire Retirement Board				Feb retirement allocation
2/18/2022	6,591.20	HCGIT				Health Insurance - MAR
2/18/2022	9,600.00	Edward Haber				Billing software cleanup
2/18/2022	300,000.00	Easthampton Savings				OPEB Trust Fund established
2/18/2022	201.14	Comcast	5340			Internet
2/18/2022	5,803.70	CanRx	xxx		Yes	CanRx claims
2/18/2022	124.16	AEON				Telephone Expense
2/18/2022 ACH	243,969.98	CVS Claims				Rx claims
2/28/2022 ACH	436,456.55	Blue Medicare Rx	xxx		Yes	Medex Rx premium
2/28/2022 ACH	439,546.58	CVS Claims				Rx claims
	<b>7,571,123.54</b>					

As 2/9/22





February 22, 2022

Joe Shea  
Hampshire County Group  
98 King St  
Northampton, MA 01060

Dear Joe Shea:

Enclosed are the 2021Q4 rebate quarterly gross invoiced amounts for Hampshire County Group. This report sets forth preliminary estimates of the gross rebate amount invoiced for Hampshire County Group, by drug manufacturer based on reported drug utilization.

These figures are estimated rebate amounts to be distributed. Actual rebate distributions may vary depending upon manufacturer payments. Manufacturer payments may be less than invoiced amounts as a result of, among other things, drug pricing and contract interpretation differences among drug manufacturers and CVS Caremark. Actual distribution amounts by manufacturer are estimated to be within five percent of the amounts included in this report. The estimated range for the amount to be distributed to your company is \$1,002,750.26 to \$1,055,526.59.

**PLEASE NOTE: This is not an estimate of your next rebate payment. This is an estimate of all rebates to be collected for 2021Q4 over the course of our collection period and will be paid to you in accordance with your contractual terms.**

Please contact your Strategic Account Executive if you have any questions.

Michael S. Mendonca  
Sr. Advisor, Trade Finance  
PBM Contract Operations

**HAMPSHIRE COUNTY GROUP**

**Rebate ID 00124410**

**Hampshire County Group //OPT IN, ACSF**





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USA

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Fax +1 404 237 6984

milliman.com

March 14, 2022

Joe Shea  
Trust Director  
Hampshire County Group Insurance Trust  
98 King Street  
Northampton, MA 01060  
*Via email:*

**Re: Hampshire County Group Insurance Trust Medical Network Reimbursement and Provider Disruption Analysis**

Dear Joe:

Thank you for asking for Milliman's assistance in facilitating a medical network reimbursement and provider disruption analysis on behalf of your client, Hampshire County Group Insurance Trust. ("Hampshire County"). Milliman regularly performs network discount and reimbursement comparison studies to assess the cost differential in competing networks.

We understand that Hampshire County is currently with Blue Cross Blue Shield of Massachusetts ("BCBSMA") and is interested in evaluating Aetna and Cigna as alternative carriers. We further understand that B.R. Fox and Associates (BR Fox) managed an RFP in the fall of 2021, and received repriced claims from BCBSMA, Aetna and Cigna through October 2021 as part of the bid process.

B.R. Fox is interested in Milliman's further analysis of medical network reimbursements. We propose that the prior analysis be redone. This letter describes the proposed Milliman process for the analysis, with associated fees, and timing.

**Proposed Process for Medical Reimbursement Comparison**

We suggest the following steps to complete the analysis as outlined:

1. BCBSMA will provide Hampshire County's historical detailed medical claims data for a recent 24-month period on an incurred basis with at least two months of runout. This data will reflect the utilization and reimbursement specific to Hampshire County.
2. We will screen out all claims that should be excluded from the analysis, such as pending, voided, and denied claims. We will also prepare the data for the alternative carriers and include additional fields that will enable the respondents to aggregate the data in a defined summary format. We will send the file, minus the proprietary allowed amount fields, to the other carriers to reprice and disrupt the data using their own reimbursement rates.
3. In addition to the historical data, we will include templates and questionnaires that the alternative carriers will complete. Detailed instructions concerning the repricing methodology and disruption analysis will be provided to the carriers.

4. We will review the alternative carriers' repricing and disruption results and compare to internal and external benchmarks. We will follow-up with questions as needed.
5. Results will be aggregated and provided to BR Fox & Associates, LLC ("BR Fox") and Hampshire County. Note that this analysis will be a network reimbursement and disruption comparison. Review of administrative and access fees are outside the scope of the analysis proposed.

### **RFP Support**

While not anticipated and not included in this proposal, Milliman is also available for subsequent development of follow-up analysis in support of producing the best and final portion of the procurement process or in assessing the administrative and access fees. The timing and fees associated with this portion of the RFP process can be provided upon request.

### **Timing & Fees**

As soon as we receive the historical data extract from BCBSMA, we can begin creating the files to send to the alternative carriers. We will need approximately two weeks to create the request to provide to the alternative carriers once we have received the data from BCBSMA. We plan to give the alternative carriers three weeks to provide their response. We will then need two weeks to review the response, compile the results, and follow-up with any outstanding questions.

The cost of performing the analysis is \$30,000. Milliman will invoice BR Fox directly at the conclusion of the project. Should we begin the analysis and work stops for any reason, then we will bill for time incurred at our standard hourly rates. Any expenses associated with travel and/or onsite meeting time are not included in the quoted fees and will be approved by BR Fox before the expenses are incurred.

In addition to the signed engagement, please execute the Consulting Services Agreement before we can begin work.

We look forward to working with you. Please let us know if you have any questions.

Sincerely,



Paul Sakhrani, FSA, CERA, MAAA  
Consulting Actuary

cc: Phil Ellenberg (Milliman)  
Vicky Coussa (Milliman)



John Garrish  
March 14, 2022  
Page 3

Organization: Hampshire County Group Insurance Trust

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Phone number: \_\_\_\_\_

Date: \_\_\_\_\_



## CONSULTING SERVICES AGREEMENT

This Consulting Services Agreement ("Agreement") is entered into between Milliman, Inc. ("Milliman") and Hampshire County Group Insurance Trust ("Client") as of March 1, 2022. Client has engaged Milliman to perform consulting services as described in a statement of work or engagement letter which references this Agreement. Such services may be modified from time to time and may also include general actuarial consulting services. The terms and conditions of this Agreement will apply to all subsequent engagements of Milliman by Client unless specifically disclaimed in writing by both parties prior to the beginning of such engagement. In consideration for Milliman agreeing to perform these services, Client agrees as follows:

1. **BILLING TERMS.** Client acknowledges the obligation to pay Milliman for services rendered, whether arising from Client's request or otherwise necessary as a result of this engagement, at Milliman's hourly billing rates for the personnel utilized plus all out-of-pocket expenses incurred. Milliman will bill Client periodically for services rendered and expenses incurred. All invoices are payable upon receipt. Milliman reserves the right to terminate this Agreement if any bill goes unpaid for 60 days. In the event of such termination, Milliman shall be entitled to collect the outstanding balance, as well as charges for all services and expenses incurred up to the date of termination.
2. **TOOL DEVELOPMENT.** Milliman shall retain all rights, title, and interest (including, without limitation, all copyrights, patents, service marks, trademarks, trade secret, and other intellectual property rights) in and to all technical or internal designs, data, databases, methods, ideas, concepts, know-how, techniques, generic documents, and templates that have been previously developed by Milliman or developed during the course of the provision of the services (the "Milliman Tools") provided such generic documents or templates do not contain any Client Confidential Information, as defined in the Section below entitled "Confidential Information". Rights and ownership by Milliman of the Milliman Tools shall not extend to or include all or any part of Client's Confidential Information. To the extent that Milliman may include in Milliman's work any Milliman Tools, Milliman agrees that Client shall be deemed to have a fully paid up license to make copies of the Milliman Tools as part of this engagement for its internal business purposes and provided that such Milliman Tools cannot be modified or distributed outside the Client without the written permission of Milliman or except as otherwise permitted herein under the Section below entitled "No Third Party Distribution".
3. **LIMITATION OF LIABILITY.** Milliman will perform all services in accordance with applicable professional standards. In the event of any claim(s) arising from services provided by Milliman at any time, the total liability of Milliman, its officers, directors, agents, and employees to Client shall not exceed, in the aggregate, three million dollars (\$3,000,000). This limit applies regardless of the theory of law under which a claim is brought, including negligence, tort, contract, or otherwise. In no event shall Milliman be liable for lost profits of Client or any other type of incidental or consequential damages. The foregoing limitations shall not apply in the event of the intentional fraud or willful misconduct of Milliman.
4. **DISPUTES.** In the event of any dispute arising out of or relating to the engagement of Milliman by Client, the parties agree that the dispute will be resolved by final and binding arbitration under the Commercial Arbitration Rules of the American Arbitration Association. The arbitration shall take place before a panel of three arbitrators. Within 30 days of the commencement of the arbitration, each party shall designate in writing a single neutral and independent arbitrator. The two arbitrators designated by the parties shall then select a third arbitrator. The arbitrators shall have a background in insurance, actuarial science, or law. The arbitrators shall have the authority to permit limited discovery, including depositions, prior to the arbitration hearing, and such discovery shall be conducted consistent with the Federal Rules of Civil Procedure. The arbitrators shall have no power or authority to award punitive or exemplary damages. The arbitrators may, in their discretion, award the cost of the arbitration, including reasonable attorneys' fees, to the prevailing party. Any award made may be confirmed in any court having jurisdiction. Any arbitration shall be confidential and, except as required by law, neither party may disclose the content or results of any arbitration hereunder without the prior written consent of the other party, except that disclosure is permitted to a party's auditors and legal advisors.
5. **CHOICE OF LAW.** The construction, interpretation, and enforcement of this Agreement shall be governed by the substantive contract law of the State of New York without regard to its conflict of laws provisions. In



the event any provision of this Agreement is unenforceable as a matter of law, the remaining provisions will stay in full force and effect.

6. **NO THIRD PARTY DISTRIBUTION.** Milliman's work is prepared solely for the internal business use of Client. Milliman's work may not be provided to third parties without Milliman's prior written consent. Milliman does not intend to benefit any third party recipient of its work, even if Milliman consents to the release of its work to such third party.
7. **USE OF NAME.** Client agrees that it shall not use Milliman's name, trademarks, or service marks, or refer to Milliman directly or indirectly in any media release, public announcement, or public disclosure, including in any promotional or marketing materials, customer lists, referral lists, websites, or business presentations, without Milliman's prior written consent for each such use or release, which consent shall be given in Milliman's sole discretion.
8. **CONFIDENTIALITY.** In connection with this Agreement, each party hereto (a "disclosing party") may disclose its confidential and proprietary information to the other party (a "receiving party"). Subject to the exceptions listed below, a disclosing party's "Confidential Information" means as information disclosed by the disclosing party to the receiving party under this Agreement that is either: (i) clearly marked or otherwise clearly designated as confidential or proprietary; or (ii) should be reasonably understood by the receiving party to be the confidential or proprietary information of the disclosing party. Confidential Information shall include, without limitation, the terms of this Agreement. During the term of this Agreement and after its expiration or termination, a receiving party shall not disclose to any third party a disclosing party's Confidential Information without the prior written consent of the disclosing party. In addition, each party agrees to take reasonable measures to protect the other party's Confidential Information and to ensure that such Confidential Information is not disclosed, distributed, or used in violation of this Agreement (which measures shall be no less than that which a reasonable person would take with respect to like confidential, proprietary, or trade secret information). Notwithstanding anything to the contrary, the obligations of the receiving party set forth in this paragraph shall not apply to any information of the disclosing party which: (i) is or becomes a part of the public domain through no wrongful act of the receiving party; (ii) was in the receiving party's possession free of any obligation of confidentiality at the time of the disclosing party's communication thereof to the receiving party; (iii) is developed by the receiving party completely independent from the Confidential Information of the disclosing party; or (iv) is required by law or regulation to be disclosed, but only to the extent and for the purpose of such required disclosure after providing the disclosing party with advance written notice, if reasonably possible, such that the disclosing party is afforded an opportunity to contest the disclosure or seek an appropriate protective order.
9. **DATA RELIANCE.** In performing the services hereunder, Milliman will rely on data and other information provided to it by Client. Milliman will not audit, verify, or review the data and other information for reasonableness or consistency. Such a review is beyond the scope of Milliman's assignment. If the underlying data or information is inaccurate or incomplete, the results of Milliman's analysis may likewise be inaccurate or incomplete.
10. **GENERAL.** This Agreement and any amendment hereto may be executed in two or more counterparts (including by facsimile or email attachment), each of which will be considered an original and all of which together will constitute one agreement. This Agreement shall not be deemed or construed to be modified, amended, or waived, in whole or in part, except by a separate written agreement duly executed by the parties to this Agreement. No document, purchase order, or any handwritten or typewritten text which purports to alter or amend the printed text of this Agreement shall alter or amend any provision of this Agreement or otherwise control, unless Milliman and Client both specify in writing that such terms or conditions shall control. Neither party shall be liable for any delay or failure to perform due to causes beyond its reasonable control. Milliman and Client are independent contractors and this Agreement will not establish any relationship of partnership, joint venture, employment, franchise, or agency between Milliman and Client. Neither Milliman nor Client will have the power to bind the other or incur obligations on the other party's behalf without the other party's prior written consent. Failure to enforce any term or condition of this Agreement shall not be deemed a waiver of the right to later enforce such term or condition or any other term or condition of this Agreement.

This Consulting Service Agreement between Milliman, Inc. and Hampshire County Group Insurance Trust is executed as of March 1, 2022.

**Milliman, Inc.**

**Hampshire County Group Insurance Trust**

By \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

By \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

# Stop Loss 100% Summary Report

Policyholder: 0260919  
Policyholder Name: HAMPSHIRE COUNTY INSURANCE GRO  
Effective Date: 07/01/2021

## Policy Parameters

Contract Type: 12/24  
Incurred: 07/01/2021 - 06/30/2022  
Paid: 07/01/2021 - 06/30/2023  
Specific Deductible: \$275,000  
Benefit Coverage: Medical

## Blue Cross Blue Shield of Massachusetts

This report contains confidential and/or personal health information and should be maintained in accordance with law and the contract pursuant to which it was released. If applicable under your Stop Loss coverage, information required from external carriers that is or should be included on stop loss reporting or settlements is not the liability of BCBSMA. This report is for Stop Loss reporting and final settlement purposes only and is not an indication of what was billed to the account. BCBSMA makes no representations or warranties regarding the information contained in this report and denies any liability arising from use of this information for any purpose.

Most

Last Name	First Name	Member DOB	Member ID	Gender	Relationship	Recent DOS	Retrospective Prognosis	Prospective Prognosis	Highest Paid Diagnosis	Medical Paid	Pharmacy Paid	Total Member Paid Status	Group No.
		05/13/1978	96	F	Spouse	01/23/2022	Poor	Poor	K521 - Toxic gastroenteritis and colitis	\$318,346.79	\$0.00	\$318,346.79 Active	004039048
		09/15/1997	J00010	F	Dependent	01/12/2022	Poor	Poor	C569 - Malignant neoplasm of unspecified ovary	\$381,178.04	\$0.00	\$381,178.04 Active	004047785
		03/18/1983	001	F	Spouse	01/24/2022	Poor	Fair	C160 - Malignant neoplasm of cardia	\$394,038.90	\$0.00	\$394,038.90 Active	004047785
Total										\$1,093,563.73	\$0.00	\$1,093,563.73	

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