

Hampshire County Group Insurance Trust

88 King St, Northampton, MA 01060 | 413-584-1300

Committee: Executive Committee EC

Date: October 7, 2026 @ 10:00 am

Meeting Format: Virtual

Meeting Location: Join Teams Meeting:
<https://teams.microsoft.com/meet/296983901022030?p=RcdvwOUYLXxrZXHOLu>

Meeting ID: 296 983 901 022 030
Passcode: yU3vz3MU

OneTap Mobile [+1 804-905-9967,,67290423#](tel:+1804905996767290423) United States

Certain meetings normally held at the Municipal Offices are being held remotely, with adequate, alternative means of public access and, where required, public participation provided, in accordance with House Bill Number 62 of the 194th General Court, which extended the Governor's March 12, 2020 Order Suspending Certain Provisions of the Open Meeting Law, M.G.L. c.30A § 20, until June 30, 2027.

Executive Committee Members

Chair: Shelley Poreda (Frontier Regional)

5000+ Residents: Joanne Cleveland (Belchertown)

-5000 Residents: Paula Harrison (Colrain)

School Districts: Stacy Stewart (Gateway Regional)

At Large: Andrew Levine (Hatfield) | Paul McLatchy III (Ashfield)
Emily Russo, Vice Chair (Easthampton) | Donna Whiteley (South Hadley)
Vacant

Agenda

- Call to Order
- Review and Approve Minutes of September 2, 2026
- Financial Statement/Warrant Approval

Old Business (VOTES may be taken)

- BenAdmin System Update
- Withdrawing Unit Balances
 - Unit Deposit Queries

New Business (VOTES may be taken)

- Kevin Feeley of Feeley & Brown for JPA Counsel
- CY27 Medicare Renewal

Other Business (VOTES may be taken)

- Adjournment

Executive session pursuant to MGLc. 30A, § 21(a)(2), to conduct strategy sessions in preparation for negotiations with nonunion personnel or to conduct collective bargaining sessions or contract negotiations with nonunion personnel.

** The listing of matters includes those reasonably anticipated by the Chair which may be discussed at the meeting. Not all items listed may be discussed, and other items not listed may be brought up for discussion to the extent permitted by law.*

Meeting Schedule

Meeting	Date	Time	Format
Executive Committee	September 2, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	September 9, 2026	10:00 a.m.	TEAMS
Executive Committee	September 16, 2026	10:00 a.m.	TEAMS
Executive Committee	October 7, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	October 14, 2026	10:00 a.m.	TEAMS
Executive Committee	October 21, 2026	10:00 a.m.	TEAMS
Executive Committee	November 4, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	November 12, 2026	10:00 a.m.	TEAMS
Executive Committee	November 18, 2026	10:00 a.m.	TEAMS
Executive Committee	December 2, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	December 9, 2026	10:00 a.m.	TEAMS
Executive Committee	December 16, 2026	10:00 a.m.	TEAMS

Hampshire County Group Insurance Trust



Hampshire County Group Insurance Trust

88 King Street, Northampton, MA 01060

EXECUTIVE COMMITTEE MEETING MINUTES

TO: All Trust Member Units

RE: Minutes of September 2, 2026 Executive Committee Meeting Held Remotely via Microsoft Teams

MEMBERS PRESENT	GUESTS PRESENT
Shelley Poreda — Chair Emily Russo — Vice Chair Joanne Cleveland Paula Harrison Andrew Levine Paul McLatchy III Stacy Stewart Donna Whiteley	Danielle Chaplick Marianna Gil Cindy Graves Michele Komosa

CALL TO ORDER

Certain meetings normally held at the Municipal Offices are being held remotely, with adequate, alternative means of public access and, where required, public participation provided, in accordance with House Bill Number 62 of the 194th General Court, which extended the Governor's March 12, 2020 Order Suspending Certain Provisions of the Open Meeting Law, M.G.L. c. 30A, § 20, until June 30, 2027.

Chair Shelley Poreda called the meeting to order at 10:02 a.m. with a quorum present.

MINUTES OF AUGUST 19, 2026

MOTION: On a motion by Emily Russo, seconded by Donna Whiteley, the minutes of the August 19, 2026 Executive Committee meeting were approved as presented.

Result: Approved by unanimous consent.

BENADMIN SYSTEM UPDATE

Danielle Chaplick reported that the benefits administration system RFP remains on schedule for release after the Labor Day holiday. The procurement is expected to remain open for approximately three weeks, after which Hilb anticipates coordinating finalist presentations for the Committee.

JPA MOA REDLINE

Marianna Gil reported that the only substantive change to the draft Joint Purchasing Agreement Memorandum of Agreement since the prior Executive Committee review was language addressing stop loss reimbursement for withdrawing member units. The clarification provides

that a withdrawing member unit remains responsible for claims incurred while it participated in the Trust but paid after its withdrawal date above the specific deductible. The Trust would reimburse the former member unit only after it receives the corresponding reimbursement from the reinsurance carrier.

The Chair reported that current legal counsel had not yet completed a review of the draft. Danielle recommended that the draft not be presented to the Insurance Advisory Committee until it receives a thorough legal review from counsel familiar with joint purchasing groups and the Trust's governance structure. The Committee reached consensus to pause presentation of the JPA/MOA changes to the IAC for the current cycle, seek an additional legal opinion, and revisit the amendments later. Hilb will assist the Trust in identifying alternative legal counsel, and the operations group will continue the discussion before bringing a recommendation back to the Executive Committee.

The Committee also discussed whether a new attorney should ultimately replace the Trust's existing counsel rather than serve only as special counsel for the JPA/MOA review. Members emphasized the need for timely, concrete advice from counsel who understands the Trust's operations.

OTHER BUSINESS

The Committee discussed the upcoming Insurance Advisory Committee agenda with the September IAC meeting expected to focus primarily on the financial update and the recently completed FY25 audit.

Marianna Gil noted that BCBS does not expect to release the Medicare renewal until the second or third week of September and that the Medicare market process has a September 18 deadline. Cindy Graves confirmed that Medicare rates have historically been reviewed and approved in early October, with Medicare open enrollment occurring during October and November.

Joanne Cleveland asked whether other member units had received complaints from out-of-state retirees regarding dental claim processing. Danielle explained that administrative differences among Delta Dental entities in different states are not unusual even when the plans use related networks, and out-of-state providers may need to follow different billing procedures.

The Chair also raised concerns regarding responsiveness and system access through PPI, including difficulty making eligibility changes and obtaining assistance for new staff. Paula Harrison reported similar past experience. The Committee agreed that this feedback should be considered as the Trust approaches the dental renewal.

ADJOURNMENT

There being no further business, the meeting was adjourned at 10:25 a.m.

Prepared By:

Marianna Gil, Hilb Group

Hampshire County Group Insurance Trust

Profit & Loss Budget vs. Actual

July through August 2026

	TOTAL					
	Jul 26	Aug 26	YTD Actual	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense						
Income						
4000 · Income						
4001 · Health Insurance Premium	8,033,042.25	7,996,111.80	16,029,154.05	16,265,200.00	-236,045.95	98.55%
4003 · Pharmaceutial Rebate	0.00	0.00	0.00	0.00	0.00	0.0%
4004 · Reinsurance Reimbursement	9,915.23	97,191.23	107,106.46	0.00	107,106.46	100.0%
Total 4000 · Income	8,042,957.48	8,093,303.03	16,136,260.51	16,265,200.00	-128,939.49	99.21%
Total Income	8,042,957.48	8,093,303.03	16,136,260.51	16,265,200.00	-128,939.49	99.21%
Expense						
5000 · Salary						
5001 · Insurance Administrator	12,200.77	8,277.70	20,478.47	17,935.00	2,543.47	114.18%
5002 · Stipend	1,600.00	800.00	2,400.00	1,733.34	666.66	138.46%
5003 · Wellness & Benefits Specialist	9,646.93	6,512.31	16,159.24	14,110.00	2,049.24	114.52%
5004 · Treasurer	1,083.34	1,083.34	2,166.68	2,166.66	0.02	100.0%
5005 · Bonus/Vacation Buy Back	8,923.07	0.00	8,923.07	0.00	8,923.07	100.0%
5006 · Temporary Support	3,210.00	480.00	3,690.00			
Total 5000 · Salary	36,664.11	17,153.35	53,817.46	35,945.00	17,872.46	149.72%
5100 · Payroll Taxes						
5101 · FICA	517.39	234.49	751.88	1,000.00	-248.12	75.19%
5102 · Mass Unemploy Health	13.88	22.48	36.36	166.66	-130.30	21.82%
Total 5100 · Payroll Taxes	531.27	256.97	788.24	1,166.66	-378.42	67.56%
5200 · Benefits						
5201 · Health Insurance	2,827.48	2,827.48	5,654.96	5,655.00	-0.04	100.0%
5202 · Insurance (Dental,Vision,Life)	302.28	130.76	433.04	261.54	171.50	165.57%
5203 · Retiree Health & Other	1,730.36	1,530.50	3,260.86	3,020.08	240.78	107.97%
5204 · Contributory Retirement	131,682.00	0.00	131,682.00	131,682.00	0.00	100.0%
Total 5200 · Benefits	136,542.12	4,488.74	141,030.86	140,618.62	412.24	100.29%
5300 · Insurance Expense						
5301 · Workers' Compensation	359.00	0.00	359.00	2,500.00	-2,141.00	14.36%
5302 · Liability and Property	0.00	0.00	0.00	2,500.00	-2,500.00	0.0%

Hampshire County Group Insurance Trust

Profit & Loss Budget vs. Actual

July through August 2026

	TOTAL					
	Jul 26	Aug 26	YTD Actual	Budget	\$ Over Budget	% of Budget
Total 5300 · Insurance Expense	359.00	0.00	359.00	5,000.00	-4,641.00	7.18%
5350 · Building/Facilities						
5351 · Rent Expense	1,000.00	1,000.00	2,000.00	2,000.00	0.00	100.0%
5352 · Telephone/Internet Expense	386.61	448.42	835.03	1,000.00	-164.97	83.5%
Total 5350 · Building/Facilities	1,386.61	1,448.42	2,835.03	3,000.00	-164.97	94.5%
5400 · Contracted Services						
5401 · Executive Consultant	31,428.29	15,714.29	47,142.58	31,428.00	15,714.58	150.0%
5402 · Audit Services	0.00	0.00	0.00	0.00	0.00	0.0%
5403 · Legal Services	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
5404 · Computer Services	4,000.00	4,000.00	8,000.00	8,333.34	-333.34	96.0%
5405 · IT Services	1,963.08	1,969.48	3,932.56	5,833.34	-1,900.78	67.42%
5406 · Other Services	900.00	0.00	900.00			
Total 5400 · Contracted Services	38,291.37	21,683.77	59,975.14	46,594.68	13,380.46	128.72%
5500 · Miscellaneous						
5501 · Wellness	0.00	0.00	0.00	916.66	-916.66	0.0%
5502 · Payroll Processing	167.31	117.75	285.06	333.34	-48.28	85.52%
5503 · Computer Supplies/Hardware	0.00	0.00	0.00	583.34	-583.34	0.0%
5504 · Postage and Delivery	0.00	0.00	0.00	83.34	-83.34	0.0%
5506 · Bonds	0.00	100.00	100.00	166.66	-66.66	60.0%
5507 · Travel Expense	0.00	0.00	0.00	166.66	-166.66	0.0%
5508 · Office/Other Supplies	0.00	0.00	0.00	916.66	-916.66	0.0%
Total 5500 · Miscellaneous	167.31	217.75	385.06	3,166.66	-2,781.60	12.16%
5800 · Insurance						
5801 · Health Insurance Claims	4,592,697.09	5,415,021.47	10,007,718.56	11,388,333.34	-1,380,614.78	87.88%
5802 · Health Insurance Settlement	304,619.93	356,963.33	661,583.26	505,064.58	156,518.68	130.99%
5803 · Pharmaceutical Claims	1,604,633.54	1,429,449.21	3,034,082.75	3,646,666.66	-612,583.91	83.2%
5804 · Blue Medicare RX PDP	764,668.35	657,642.93	1,422,311.28	1,411,904.34	10,406.94	100.74%
5805 · CanaRx	8,348.12	3,942.33	12,290.45	30,000.00	-17,709.55	40.97%
5806 · ElectRX	0.00	0.00	0.00	16,666.66	-16,666.66	0.0%
5807 · PCORI	35,189.27	0.00	35,189.27	6,837.34	28,351.93	514.66%

Hampshire County Group Insurance Trust

Profit & Loss Budget vs. Actual

July through August 2026

	TOTAL					
	Jul 26	Aug 26	YTD Actual	Budget	\$ Over Budget	% of Budget
5808 · Reinsurance	196,375.72	206,438.76	402,814.48	394,919.34	7,895.14	102.0%
5009 · Run-Off Claims	1,001,302.91	178,978.53	1,180,281.44			
Total 5800 · Insurance	8,507,834.93	8,248,436.56	16,756,271.49	17,400,392.26	-644,120.77	96.3%
Total Expense	8,721,776.72	8,293,685.56	17,015,462.28	17,635,883.88	-620,421.60	96.48%
Net Ordinary Income	-678,819.24	-200,382.53	-879,201.77	-1,370,683.88	491,482.11	64.14%
Other Income/Expense						
Other Income						
8000 · Non-Operating Revenues						
8005 · Interest Income	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Total 8000 · Non-Operating Revenues	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Total Other Income	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Net Other Income	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Net Income	-670,249.71	-190,937.67	-861,187.38	-1,380,683.88	519,496.50	62.37%

Hampshire County Group Insurance Trust A/R Aging Summary

As of August 31, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Athol	0.00	287,613.10	0.00	0.00	0.00	287,613.10
Conway	0.00	91,816.00	1,007.00	0.00	0.00	92,823.00
Cummington	0.00	4,265.00	0.00	0.00	0.00	4,265.00
Middlefield	0.00	4,903.00	0.00	0.00	0.00	4,903.00
New Salem/Wendell USD	0.00	121,947.00	0.00	0.00	0.00	121,947.00
SO. Deerfield WTR. Supply Dist.	0.00	9,946.00	0.00	0.00	0.00	9,946.00
Warwick	0.00	16,302.00	0.00	0.00	0.00	16,302.00
Wendell	0.00	8,530.00	0.00	0.00	0.00	8,530.00
Whately	0.00	-0.01	0.00	0.00	0.00	-0.01
TOTAL	0.00	545,322.09	1,007.00	0.00	0.00	546,329.09

Hampshire County Group Insurance Trust
Monthly Transaction List by Vendor
August 2026

	Type	Date	Num	Memo	Amount
ACSA Employee Benefit Trust	Bill Pmt -Check	08/03/2026	7312	047540 08/01/2026-08/31/2026	329.38
BCBS	Check	08/03/2026	Wire	Level Monthly Deposit 08/2026	5,950,963.33
	Check	08/04/2026	Wire	August BCBS Stop Loss	195,523.64
Blue MedicareRX	Check	08/31/2026	Wire	7141842 8/13/26	657,642.93
Boston Mutual Life Ins	Bill Pmt -Check	08/03/2026	7313	August 2026	42.00
CanaRx Group Inc	Bill Pmt -Check	08/10/2026	7315	July 16, 2026 -July 31, 2026	144.47
	Bill Pmt -Check	08/17/2026	7316	August 01, 2026 - August 15, 2026	3,797.86
Checkwriters	Check	08/12/2026		PR Dated 8/13/26	56.58
	Check	08/12/2026		PR Dated 8/13/26	5,411.68
	Check	08/12/2026		PR Dated 8/13/26	1,499.05
	Check	08/26/2026		PR Dated 8/27/26	61.17
	Check	08/26/2026		PR Dated 8/27/26	6,270.60
	Check	08/26/2026		PR Dated 8/27/26	1,631.40
CMS, LLC	Bill Pmt -Check	08/17/2026	7317	07/13/26-08/12/26	99.92
CNA Surety	Bill Pmt -Check	08/17/2026	7318	Bond #70384994 09/24/2026 to 09/24/2027	100.00
Comcast	Check	08/03/2026	Online Pymt	8/1/26-8/31/26	348.50
CVS Caremark	Check	08/11/2026	Wire	7/24/26-7/31/26	314,138.09
	Check	08/11/2026	Wire	7/1/26-7/31/26	33,774.41
	Check	08/11/2026	Wire	8/1/26-8/07/26	300,717.92
	Check	08/18/2026	Wire	8/8/26-8/15/26	408,911.99
	Check	08/24/2026	Wire	8/16/26-8/23/26	368,833.98
Edward Haber	Bill Pmt -Check	08/17/2026	7319	1436 08/11/2026	4,000.00
Hampshire County Group Insurance Trust	Bill Pmt -Check	08/24/2026	7321	9/01/2026-9/30/2026	6,740.00
Hampshire County Retirement System	Bill Pmt -Check	08/24/2026	7322	August 2026	1,533.06
M&B Holding Company LLC	Check	08/03/2026	ESB	August Rent	1,000.00
NetLogix	Check	08/11/2026	Online Pymt	August	1,969.48
Paydhealth, LLC	Check	08/11/2026	Wire	Case Management Fee 7/1/26-7/31/26	3,022.82
	Deposit	08/11/2026	RTN Wire	Deposit (Wire Pymt Returned Wrong Bank Info Les	(2,972.82)
	Check	08/28/2026	Wire	Case Management Fee 7/1/26-7/31/26	3,022.82
The HILB Group	Bill Pmt -Check	08/03/2026	7314	13005805 07/06/2026	15,714.29
UNUM	Bill Pmt -Check	08/17/2026	7320	CLM RFD 7/1/2024 Policy Year	10,915.12
MONTHLY TOTAL					8,295,243.67

Hampshire County Group Insurance Trust
ESB Transaction Detail
August 2026

Type	Date	Num	Name	Memo	Amount	Balance
1008 · M&T Bank						
				Opening Balance		7,578,890.08
Check	08/03/2026	Wire	BCBS	Level Monthly Deposit 08/2026	-5,950,963.33	1,627,926.75
Check	08/04/2026	Wire	BCBS	August BCBS Stop Loss	-195,523.64	1,432,403.11
Deposit	08/06/2026			Deposit	16,424.00	1,448,827.11
Deposit	08/10/2026	ACH		8/10/26 SL	53,044.77	1,501,871.88
Check	08/11/2026	Wire	CVS Caremark	7/24/26-7/31/26	-314,138.09	1,187,733.79
Check	08/11/2026	Wire	CVS Caremark	7/1/26-7/31/26	-33,774.41	1,153,959.38
Check	08/11/2026	Wire	CVS Caremark	8/1/26-8/07/26	-300,717.92	853,241.46
Check	08/11/2026	Wire	Paydhealth, LLC	Case Management Fee 7/1/26-7/31/26	-3,022.82	850,218.64
Transfer	08/11/2026	Transfer		Bank Transfer	3,000,000.00	3,850,218.64
Deposit	08/11/2026	RTN Wire	Paydhealth, LLC	Deposit (Wire Pymt Returned Wrong Bank Info Les	2,972.82	3,853,191.46
Check	08/12/2026		Checkwriters	PR Dated 8/13/26	-56.58	3,853,134.88
Check	08/12/2026		Checkwriters	PR Dated 8/13/26	-5,411.68	3,847,723.20
Check	08/12/2026		Checkwriters	PR Dated 8/13/26	-1,499.05	3,846,224.15
Check	08/18/2026	Wire	CVS Caremark	8/8/26-8/15/26	-408,911.99	3,437,312.16
Deposit	08/18/2026			Deposit	287,404.74	3,724,716.90
Deposit	08/20/2026	ACH		8/20/26 SL	42,753.15	3,767,470.05
Deposit	08/21/2026			Deposit	61,096.00	3,828,566.05
Check	08/24/2026	Wire	CVS Caremark	8/16/26-8/23/26	-368,833.98	3,459,732.07
Deposit	08/26/2026			Deposit	22,026.81	3,481,758.88
Deposit	08/26/2026	ACH		8/26/26 Pooled Dividend	1,393.31	3,483,152.19
Check	08/26/2026		Checkwriters	PR Dated 8/27/26	-61.17	3,483,091.02
Check	08/26/2026		Checkwriters	PR Dated 8/27/26	-6,270.60	3,476,820.42
Check	08/26/2026		Checkwriters	PR Dated 8/27/26	-1,631.40	3,475,189.02
Check	08/28/2026	Wire	Paydhealth, LLC	Case Management Fee 7/1/26-7/31/26	-3,022.82	3,472,166.20
Check	08/31/2026	Wire	Blue MedicareRX	7141842 8/13/26	-657,642.93	2,814,523.27
Deposit	08/31/2026			Deposit	944,965.10	3,759,488.37
Deposit	08/31/2026			Interest	4,388.51	3,763,876.88
Total 1008 · M&T Bank						
TOTAL					-3,815,013.20	3,763,876.88

Type	Date	Num	Name	Memo	Amount	Balance
1007 · TruNorth Bank (ESB)						
				Opening Balance		2,133,989.52
Check	08/03/2026	ESB	M&B Holding Company	August Rent	-1,000.00	2,132,989.52
Bill Pmt -Chec	08/03/2026	7312	ACSA Group Insurance	047540 08/01/2026-08/31/2026	-329.38	2,132,660.14
Bill Pmt -Chec	08/03/2026	7313	Boston Mutual Life Ins	August 2026	-42.00	2,132,618.14
Bill Pmt -Chec	08/03/2026	7314	The HILB Group	13005805 07/06/2026	-15,714.29	2,116,903.85
Check	08/03/2026	Online Pymt	Comcast	8/1/26-8/31/26	-348.50	2,116,555.35
Deposit	08/03/2026			Deposit	93,075.00	2,209,630.35
Deposit	08/03/2026			Deposit	297,131.08	2,506,761.43
Deposit	08/03/2026			Deposit	39,566.00	2,546,327.43
Deposit	08/04/2026			Deposit	119,113.00	2,665,440.43
Deposit	08/04/2026			Deposit	120,814.00	2,786,254.43
Deposit	08/05/2026			Deposit	321,147.00	3,107,401.43
Bill Pmt -Chec	08/10/2026	7315	CanaRx Group Inc	July 16, 2026 -July 31, 2026	-144.47	3,107,256.96
Transfer	08/11/2026	Transfer		Bank Transfer	-3,000,000.00	107,256.96
Deposit	08/11/2026			Deposit	7,823.00	115,079.96
Deposit	08/11/2026			Deposit	7,393.00	122,472.96
Check	08/11/2026	Online Pymt	NetLogix	August	-1,969.48	120,503.48
Deposit	08/13/2026			Deposit	6,407.00	126,910.48
Deposit	08/14/2026			Deposit	830,515.51	957,425.99
Bill Pmt -Chec	08/17/2026	7316	CanaRx Group Inc	August 01, 2026 - August 15, 2026	-3,797.86	953,628.13
Bill Pmt -Chec	08/17/2026	7317	CMS, LLC	07/13/26-08/12/26	-99.92	953,528.21
Bill Pmt -Chec	08/17/2026	7318	CNA Surety	Bond #70384994 09/24/2026 to 09/24/2027	-100.00	953,428.21
Bill Pmt -Chec	08/17/2026	7319	Edward Haber	1436 08/11/2026	-4,000.00	949,428.21
Bill Pmt -Chec	08/17/2026	7320	UNUM	CLM RFD 7/1/2024 Policy Year	-10,915.12	938,513.09
Deposit	08/17/2026			Deposit	176,264.52	1,114,777.61
Deposit	08/19/2026			Deposit	82,038.00	1,196,815.61

Hampshire County Group Insurance Trust
ESB Transaction Detail
August 2026

Type	Date	Num	Name	Memo	Amount	Balance
Deposit	08/20/2026			Deposit	321,058.00	1,517,873.61
Deposit	08/20/2026			Deposit	327,005.84	1,844,879.45
Deposit	08/20/2026			Deposit	921,934.54	2,766,813.99
Deposit	08/20/2026			Deposit	240,261.00	3,007,074.99
Deposit	08/21/2026			Deposit	20,077.00	3,027,151.99
Deposit	08/21/2026			Deposit	18,429.00	3,045,580.99
Deposit	08/21/2026			Interest	2,434.46	3,048,015.45
Bill Pmt -Chec	08/24/2026	7321	Hampshire County Gro	9/01/2026-9/30/2026	-6,740.00	3,041,275.45
Bill Pmt -Chec	08/24/2026	7322	Hampshire County Reti	August 2026	-1,533.06	3,039,742.39
Deposit	08/24/2026			Deposit	95,259.00	3,135,001.39
Deposit	08/25/2026			Deposit	122,732.00	3,257,733.39
Deposit	08/26/2026			Deposit	117,298.00	3,375,031.39
Deposit	08/27/2026			Deposit	1,032,709.00	4,407,740.39
Deposit	08/27/2026			Deposit	79,401.00	4,487,141.39
Deposit	08/27/2026			Deposit	6,875.00	4,494,016.39
Deposit	08/27/2026			Deposit	14,682.00	4,508,698.39
Deposit	08/27/2026			Deposit	80,941.43	4,589,639.82
Deposit	08/27/2026			Deposit	94,199.03	4,683,838.85
Deposit	08/27/2026			Deposit	291,322.00	4,975,160.85
Deposit	08/27/2026			Deposit	6,895.26	4,982,056.11
Deposit	08/27/2026			Deposit	238,126.58	5,220,182.69
Deposit	08/27/2026			Deposit	14,036.00	5,234,218.69
Deposit	08/28/2026			Deposit	38,281.00	5,272,499.69
Deposit	08/28/2026			Deposit	125,972.58	5,398,472.27
Deposit	08/28/2026			Deposit	64,781.00	5,463,253.27
Deposit	08/28/2026			Deposit	13,781.00	5,477,034.27
Deposit	08/28/2026			Deposit	40,545.00	5,517,579.27
Deposit	08/28/2026			Deposit	3,770.00	5,521,349.27
Deposit	08/28/2026			Deposit	25,239.00	5,546,588.27
Deposit	08/28/2026			Deposit	20,599.00	5,567,187.27
Deposit	08/28/2026			Deposit	16,676.00	5,583,863.27
Deposit	08/28/2026			Deposit	89,004.00	5,672,867.27
Deposit	08/31/2026			Deposit	293,219.00	5,966,086.27
Deposit	08/31/2026			Deposit	263,161.00	6,229,247.27
	08/31/2026			Interest	2,621.89	6,231,869.16

Total 1007 · TruNorth Bank (ESB)
TOTAL

4,097,879.64 6,231,869.16

Type	Date	Num	Name	Memo	Amount	Balance
				Opening Balance		348,419.68
General Journ	08/21/2026	91-kpl		August Interest	661.45	349,081.13
General Journ	08/31/2026	92-kpl		August Interest	375.72	349,456.85

Total 1012 · TruNorth (ESB) CD OPEB
TOTAL

1,037.17 349,456.85

TOTAL CASH BALANCE 10,345,202.89

Trust exits effective 7/1/2026 - Deposit Balances

	Bernardston	Charlton	Chesterfield	Dudley	FC Tech	FRCOG	GCVS	Leyden	Pioneer Valley	Southampton	Southwick	SWSC	Totals
Original Deposit Amt	\$ (2,270.00)	\$ (250,000.00)	\$ (4,163.00)	\$ (200,000.00)	\$ (307,520.00)	\$ (11,728.00)	\$ (3,570.00)	\$ (426.00)	\$ (328,581.00)	\$ (26,463.00)	\$ (112,859.00)	\$ (495,227.00)	\$ (1,742,807.00)
July Prem Invoice	\$ -	\$ 44.98	\$ -	\$ -	\$ 5,832.19	\$ (2,113.32)	\$ (2,344.00)	\$ -	\$ -	\$ 544.00	\$ -	\$ (3,352.49)	
Pymt Rcvd/Cr Sent		\$ (44.98)			\$ (5,832.19)	\$ 2,113.32	\$ -	\$ -	\$ -	\$ (544.00)	\$ -	\$ -	
Aug Prem Invoice	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,007.00	\$ -	\$ -	\$ -	\$ -	\$ (401.10)	
July 2026 Claims	\$ 31,726.98	\$ 235,111.28	\$ 1,739.71	\$ 65,692.50	\$ 179,916.11	\$ 13,346.70	\$ 135,191.58	\$ 652.01	\$ 76,546.82	\$ 46,770.60	\$ 44,985.51	\$ 169,623.11	\$ 1,001,302.91
Total Due by 9/15	\$ 29,456.98	\$ (14,888.72)	\$ (2,423.29)	\$ (134,307.50)	\$ (127,603.89)	\$ 1,618.70	\$ 130,284.58	\$ 226.01	\$ (252,034.18)	\$ 20,307.60	\$ (67,873.49)	\$ (329,357.48)	
Paid	\$ (29,456.98)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (130,284.58)	\$ (226.01)	\$ -	\$ -	\$ -	\$ -	
Balance Total 9/18	\$ -	\$ (14,888.72)	\$ (2,423.29)	\$ (134,307.50)	\$ (127,603.89)	\$ 1,618.70	\$ -	\$ -	\$ (252,034.18)	\$ 20,307.60	\$ (67,873.49)	\$ (329,357.48)	
Aug 2026 Claims	\$ 25,866.67	\$ 4,657.20	\$ 25.65	\$ 5,629.80	\$ 32,158.39	\$ 1,140.07	\$ 1,333.15	\$ -	\$ 25,866.67	\$ 4,587.89	\$ 2,075.75	\$ 75,637.29	\$ 178,978.53
Total Due by 10/15	\$ 25,866.67	\$ (10,231.52)	\$ (2,397.64)	\$ (128,677.70)	\$ (95,445.50)	\$ 2,758.77	\$ 1,333.15	\$ -	\$ (226,167.51)	\$ 24,895.49	\$ (65,797.74)	\$ (253,720.19)	
Paid		\$ -	\$ -	\$ -	\$ -			\$ -	\$ -		\$ -	\$ -	
Remaining Deposit Bals	\$ -	\$ (10,231.52)	\$ (2,397.64)	\$ (128,677.70)	\$ (95,445.50)	\$ -	\$ -	\$ -	\$ (226,167.51)	\$ -	\$ (65,797.74)	\$ (253,720.19)	\$ (782,437.80)
Unit Going To:	GIC	Mass Strategic	GIC	Mass Strategic	Fern Rock	GIC	Cigna	GIC	GIC	GIC	Fern Rock	MIIA	

Hampshire County Group Insurance Trust

2027 Medicare Renewal

October 2026



INSURANCE | BENEFITS | HR SOLUTIONS

Health Insurance Market Trends

Key factors contributing to the continuous rise in healthcare costs

Aging Population

The increasing number of older adults leads to higher demand for medical services and long-term care, driving up costs.

Advancements in Medical Technology

Innovations in treatments and diagnostic tools enhance patient care but often come with high price tags.

Pharmaceutical Prices

The rising cost of prescription drugs, influenced by factors like research and development expenses, contributes significantly to overall healthcare spending.

Chronic Disease Prevalence

A growing number of individuals with chronic conditions increases healthcare utilization, leading to higher costs for management and treatment.

Administrative Expenses

The complexity of the healthcare system, including billing and insurance-related costs, adds to the overall financial burden on providers and patients.

Provider Consolidation

Mergers and acquisitions among healthcare providers can reduce competition, allowing for increased pricing power and higher service charges.

Preventive Care Underutilization

Lack of access to or participation in preventive health measures can result in higher costs due to late-stage disease treatment.

2027 Medicare Trends

In 2027, several key changes are set to impact Medicare beneficiaries

Increase in Part B Premiums and Deductibles

The monthly Part B premium is projected to rise to \$209.50, an increase of \$6.60 from the previous year. The Part B deductible is expected to reach \$292, up \$9 from the current amount.

End of Part D Premium Subsidy

The government is terminating a subsidy that had been reducing stand-alone Part D drug plan premiums by an average of \$16 per month. This change may lead to higher out-of-pocket costs for beneficiaries.

Rise in Part D Out-of-Pocket Spending Cap

The annual out-of-pocket spending cap for Part D increases from \$2,100 to \$2,400, potentially affecting beneficiaries' prescription drug expenses.

Negotiated Prices for 19 Prescription Drugs

The Inflation Reduction Act mandates that CMS negotiate prices with manufacturers to reduce the cost of high-priced medications, including those for breast cancer, GLP-1s, inhalers for asthma and COPD, Type 2 diabetes, major depressive disorder, and more.

Continued Affordability of GLP-1 Medications

GLP-1 medications are expected to remain more affordable in 2027, benefiting beneficiaries who rely on these treatments.

Medex 2 with Blue MedicareRx PDP Cash Flow Review

FY2026 (July 2025 – June 2026)

<u>Month</u>	<u>Subs</u>	<u>Budget</u>	<u>Medial Claims</u>	<u>Fixed Expenses</u>	<u>PDP</u>	<u>Total Cost</u>	<u>Under/(Over) Budget</u>	<u>Plan Performance</u>
Jul-25	2,927	\$1,217,632	\$405,458	\$77,039	\$652,955	\$1,135,452	\$82,180	93%
Aug-25	2,934	\$1,220,544	\$575,833	\$77,223	\$654,517	\$1,307,573	(\$87,029)	107%
Sep-25	2,947	\$1,225,952	\$453,077	\$77,565	\$657,417	\$1,188,059	\$37,893	97%
Oct-25	2,960	\$1,231,360	\$488,886	\$77,907	\$660,317	\$1,227,110	\$4,250	100%
Nov-25	2,961	\$1,231,776	\$531,074	\$77,934	\$660,540	\$1,269,547	(\$37,771)	103%
Dec-25	2,968	\$1,234,688	\$477,381	\$78,118	\$662,101	\$1,217,600	\$17,088	99%
Jan-26	2,975	\$1,472,625	\$627,905	\$78,302	\$763,950	\$1,470,157	\$2,468	100%
Feb-26	2,974	\$1,472,130	\$705,235	\$78,276	\$763,693	\$1,547,204	(\$75,074)	105%
Mar-26	2,974	\$1,472,130	\$513,049	\$78,276	\$763,693	\$1,355,018	\$117,112	92%
Apr-26	2,989	\$1,479,555	\$588,342	\$78,670	\$767,545	\$1,434,558	\$44,997	97%
May-26	2,989	\$1,479,555	\$681,149	\$78,670	\$767,545	\$1,527,365	(\$47,810)	103%
Jun-26	2,991	\$1,480,545	\$486,886	\$78,723	\$768,059	\$1,333,668	\$146,877	90%
Total	35,589	\$16,218,492	\$6,534,275	\$936,702	\$8,542,333	\$16,013,311	\$205,181	99%

FY2027 Year-to-Date (July – August 2026)

<u>Month</u>	<u>Subs</u>	<u>Budget</u>	<u>Medical Claims</u>	<u>Fixed Expenses</u>	<u>PDP</u>	<u>Total Cost</u>	<u>Under/(Over) Budget</u>	<u>Plan Performance</u>
Jul-26	2,577	\$1,275,615	\$564,100	\$67,827	\$661,748	\$1,293,674	(\$18,059)	101%
Aug-26	2,586	\$1,280,070	\$414,195	\$68,064	\$664,059	\$1,146,317	\$133,753	90%
Total	5,163	\$2,555,685	\$978,295	\$135,890	\$1,325,807	\$2,439,992	\$115,693	95%

Budget = enrollment × total funding rate.

Medical Renewal Projection

Medical Renewal Projection Effective January 1, 2027		
Category	Medical	
	09/24 - 08/25	09/25 - 08/26
Paid Claims	\$5,940,071	\$6,531,280
Claims Adjustment: Prior Plan Changes	\$0	\$0
Total Net Paid Claims	\$5,940,071	\$6,531,280
Experience Period Member Months	34,311	34,891
PEPM Claims Cost	\$173.12	\$187.19
Annual Trend	12.0%	12.0%
Trend Months	28	16
Trend Factor	1.3027	1.1631
Trended PEPM Claim Cost	\$225.53	\$217.73
Experience Period Weighting	33%	67%
Blended PEPM Claim Cost	\$220.32	
Benefit / Plan Design Change Factor	1.0000	
Margin	6.7%	
Projected PEPM Claim Cost	\$235.09	
Projected Lives	2,586	
Months to Project	12	
Projected Claim Cost	\$7,295,166	
Total Projected Plan Expenses	\$7,295,166	
Current Premiums	\$6,575,370	
Estimated Renewal Increase	10.9%	

Medex 2 with Blue MedicareRx PDP Renewal

BCBS Medex 2 (Self-Funded) with Blue MedicareRx PDP (Fully-Insured) Effective January 1, 2027						
Category	Current Funding (2026)	Renewal Funding (2027)	Change (\$)	Change (%)	Alternative 1 (2027)	Alt 1 Change (%)
Enrollment	2,586	2,586			2,586	
Medical Claims Funding (Annual)	\$6,575,370	\$7,295,166	\$719,796	10.9%	\$7,295,166	10.9%
Medical Claims PEPM	\$211.89	\$235.09	\$23.20	10.9%	\$235.09	10.9%
Fully-Insured PDP Rate (Blue MedicareRx)	\$256.79	\$257.78	\$0.99	0.4%	\$251.20	-2.2%
Administrative Fee (CPC)	\$26.32	\$26.85	\$0.53	2.0%	\$26.85	2.0%
Actual / Rec. Funding Rate	\$495.00	\$519.72	\$24.72	5.0%	\$513.14	3.7%
Total Monthly Funding	\$1,280,070	\$1,343,996	\$63,926	5.0%	\$1,326,980	3.7%
Total Annual Funding	\$15,360,840	\$16,127,951	\$767,111		\$15,923,760	
Blue MedicareRx PDP Plan Design Options						
PDP Option	Retail Copays		Mail Order Copays		2027 PMPM	
Renewal – Current Design (eff. 1/1/2026)	\$10 / \$25 / \$50		\$20 / \$50 / \$110		\$257.78	
Alternative 1 – Blue MedicareRx Option 27	\$10 / \$30 / \$65		\$25 / \$75 / \$165		\$251.20	

For context: the CY2026 total rate increased from \$416.00 to \$495.00 (+\$79.00, +19.0%) — medical \$166.60 to \$211.89 (+\$45.29, +27.2%), PDP \$223.08 to \$256.79 (+\$33.71, +15.1%, with the 1/1/2026 copay change), administrative fee unchanged at \$26.32.

Medicare RFQ: Process & Responses

HCGIT released an RFQ for Medicare retiree medical and Part D coverage effective January 1, 2027, inviting bundled, self-insured medical, fully insured medical, and fully insured standalone PDP quotes.

Carrier	Outcome	Response Summary
Blue Cross Blue Shield of MA	Incumbent renewal	Medex 2 (self-funded) with Blue MedicareRx PDP (fully insured) — see renewal exhibits.
UnitedHealthcare	Declined	Will not quote consortium cases; underwriting draws a hard line against this case type.
Humana	Declined	Massachusetts network falls below the CMS adequacy threshold for 2027.
Mass General Brigham Health Plan	Declined	No ASO option available; unable to match the existing PDP plan design.
Aetna	Quoted	Fully insured Medicare Advantage PPO (medical only) and fully insured Medicare Advantage PPO with Part D (MAPD).
Harvard Pilgrim Health Care	Quoted	ASO self-funded medical only: \$26.50 PMPM admin fee, guaranteed through 2028; 2029 increase capped at 3%. Aetna SilverScript PDP pairing not available (see below).

No respondent quoted a standalone PDP.

HPHC can pair its self-funded medical with a standalone PDP, and its direct bundling partner is Aetna SilverScript. However, the SilverScript quoting window had already closed: it required a September 1 commitment, while BCBS releases its renewal in mid-to-late September, so HCGIT would have had to commit before seeing the incumbent renewal.

As a result, neither the HPHC self-funded medical quote nor the Aetna medical-only MA quote has a drug plan to pair with, so neither is a complete option as quoted. The two complete options are the BCBS renewal and the Aetna integrated MAPD.

Medicare RFQ: Financial Comparison

Medicare RFQ Results — Effective January 1, 2027				
Category	BCBS Renewal (Medex 2 + Blue MedicareRx)	HPHC (ASO Medical Only)	Aetna MA PPO (Medical Only)	Aetna MAPD PPO (Integrated)
Funding Arrangement	Self-funded medical + FI PDP	Self-funded medical (ASO)	Fully insured MA	Fully insured MAPD
Medical (PMPM)	\$235.09	\$235.09	\$225.32	\$225.32
Administrative Fee (PMPM)	\$26.85	\$26.50	Included	Included
Prescription Drug (PMPM)	\$257.78	Not quoted	Not quoted	\$201.29
Total Rate (PMPM)	\$519.72	Incomplete	Incomplete	\$426.61
Change vs. CY2026 (\$495.00)	5.0%	—	—	-13.8%
Change vs. BCBS Renewal	—	—	—	-\$93.11 (-17.9%)
Annual Cost (2,586 members)	\$16,127,951	—	—	\$13,238,562
Rate Guarantee	1 year	Admin through 2028; 2029 cap 3%	1 year	1 year

Aetna MAPD: Member Trade-Offs

Aetna certifies cost sharing as “equal to or better than” Medex 2: the trade-offs are in how care is accessed and managed.

Medicare Advantage replaces Original Medicare

Retirees' Medicare benefits are administered by Aetna rather than Original Medicare. Aetna's coverage and medical policies determine what is paid. Medex 2 simply pays its share after Original Medicare approves a claim.

Prior authorization and utilization management

Certain services require Aetna approval, including hospital and skilled nursing stays, advanced imaging, rehab, DME, home health, mental health, Part B drugs, and dialysis. Medex 2 has no prior authorization; Medicare's coverage rules apply.

Providers must agree to bill Aetna

In-network and out-of-network benefits are identical, and Aetna pays out-of-network providers Medicare rates. Providers do need to accept the Aetna plan. Most do, but some may not, so retirees should confirm their doctors before the change. Under Medex 2, any provider that accepts Medicare is covered automatically.

Where Aetna MAPD matches or improves: \$0 cost sharing and \$0 out-of-pocket maximum, unlimited skilled nursing days, 20 routine chiropractic visits, \$300 fitness/weight loss reimbursement, transportation, meals, and wig benefits, and lower 90-day mail copays.

Nationwide coverage at the same cost share

The ESA PPO covers retirees wherever they live, including the roughly 300 outside Massachusetts, at the same \$0 cost share in or out of network. Retirees in areas with fewer Aetna-contracted providers are the most likely to need to confirm that their doctors will bill Aetna.

- *Cooley Dickenson Hospital (part of the Mass. General Brigham system) will be participating in the Aetna Medicare network effective 10/1/2026

Pharmacy changes

New formulary (Comprehensive Plus) with new scripts, precertification, and step therapy.

Mandatory move for every retiree

Aetna requires full replacement, so all 2,586 members move with no option to stay on Medex 2. This means new ID cards, transition-of-care for members mid-treatment, and significant retiree communication.

Aetna MAPD: Trust Considerations

The lower rate comes with conditions and risks that the self-funded Medex 2 arrangement does not carry.

Year-to-year rate stability

Rates are guaranteed for 2027 only. Aetna may revise or terminate for CMS funding, legislative, RADV, or Part D program changes (including the GREAT Healthcare Plan). 2027 Medicare Advantage renewals across the market are running high single to double digits.

Rerate and enrollment triggers

Rates can be rerated if total enrollment or any site's share of enrollment moves more than $\pm 10\%$. Coverage does not extend to new employer groups without Aetna underwriting, which affects member units joining or leaving the Trust.

Service area eligibility at the threshold

The extended service area (ESA) PPO requires at least 51% of members in network-adequate areas, and the Trust sits at exactly 51% as of today. If that slips by a future renewal, Aetna cannot offer the plan.

- *Cooley Dickenson Hospital (part of the Mass. General Brigham system) will be participating in the Aetna Medicare network effective 10/1/2026

Loss of self-funding control

Fully insured premiums are not refundable, so any favorable experience stays with Aetna and the Trust gives up claims data and funding flexibility. Returning to a self-funded supplement later would be a full re-implementation.

Timeline and scope of certification

A 1/1/2027 effective date needs an immediate decision to meet CMS enrollment and opt-out notice requirements. Aetna's equal-to-or-better letter excludes networks, reimbursement, prior authorization, and medical necessity policies.