

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Executive Committee
Meeting Notice and Agenda
December 15, 2021
9:00 A.M.
Via ZOOM Teleconference

Call to Order	RK
Approval of Minutes of November 2021	RK
Financial Report (Vote) Month November 2021 Income & Expenses & Operating Expenses For Trust and Wellness Initiative	JS
Wellness Update	MK
BCBS Year in Review	HF
BCBS Service Issues	JS
Medical RFP Update	JS
Adjournment	RK

Meeting Schedule

Executive Committee – January 19, 2022, 9:00 a.m., via Zoom
Insurance Advisory Committee – January 26, 2022, 10:00 a.m., via Zoom
Executive Committee – February 16, 2021, 9:00 a.m., via Zoom

①

Joseph Shea is inviting you to a scheduled Zoom meeting.

Join Zoom Meeting

<https://us02web.zoom.us/j/86024454764?pwd=ZDA5c200eVVyejRBb3dwcGdjbXhyZz09>

Meeting ID: 860 2445 4764

Passcode: 490111

One tap mobile

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+16465588656,,86024454764#,,,,*490111# US (New York)

Dial by your location

+1 312 626 6799 US (Chicago)

+1 646 558 8656 US (New York)

+1 301 715 8592 US (Washington DC)

+1 346 248 7799 US (Houston)

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Meeting ID: 860 2445 4764

Passcode: 490111

Find your local number: <https://us02web.zoom.us/j/kcW9bIYwKY>

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

98 KING STREET
NORTHAMPTON, MA 01060

TO: All Trust Member Units

RE: **Minutes of November 30, 2021**
Executive Committee Meeting
Via Zoom Teleconference

MEMBERS PRESENT:

Russ Kaubris	Lisa Banner	Lisa Blackmer
Rich Carmignani Jr	Deborah Kuhn	Michelle Hill
Denise Cashin	Donna Whiteley	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 9:02 a.m. with a quorum present.

APPROVAL OF MINUTES (pg. 3-6)

Chairman Russ Kaubris requested that the minutes of September 22, 2021 be approved by unanimous consent, all were in favor.

FINANCIAL REPORT (pg. 7-17)

Financial Report

The Financial Reports for the months of September and October were presented with October reflecting a starting balance of \$5,652,647.45 with a total monthly income received of \$6,293,719.19 and monthly expenses of \$6,487,028.94 with a total net monthly income of (\$193,309.75) and an ending month balance of \$5,459,337.70 with accounts receivable of \$1,562,981.78 leaving a total of \$41,597,620.92.

Investments and CD's for October 2021

The investments portfolio value was \$13,435,973.48 with a market change of \$404,284.20 leaving a total of \$13,840,257.68. The starting balance in CD's was \$16,160,349.01, with interest earned of \$3,814.86 leaving a balance of \$16,164,163.87.

SEPTEMBER AND OCTOBER EXPENDITURES

The expenditures for the months of September and October were reviewed.

(3)

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:

- **Learn to Live** – This is being underutilized with only 36 members participating. It is yet to be determined if we will continue to offer this after March 30th.
- **Wellness Concepts** – There are 3 webinars scheduled in December: Intermittent Fasting (12/1), The Caregiver's Guide to Optimal Self Health (12/8), and Stress Busters (12/15).
- **Ahealthyme** – The current campaign began July 1st. There are approximately 500 active users of this program.
- **Fall Challenge** – This has wrapped up and points were awarded to ahealthyme users.
- **BCBS Wellness Contact** – There has been a large turnover at BCBS with Michele's contact for Wellness information so she is not receiving reports and information as quickly as she should.
- **Member Units** – Michele is currently working with the Town of Orange to organize their own individual unit challenge using the Wellable Platform. Michele remains available to assist units with implementing their own internal wellness programs or hosting their own individual unit challenges.

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

BCBS FINAL RX SETTLEMENT

Joe presented the final report from BCBS regarding the RX discount pricing we received. The report showed a total discount of \$47,600.14 for 4/1/2020 to 6/30/2021.

CVS QUARTERLY REVIEW/ESTIMATED REBATE

Joe explained that when we put our pharmacy benefit manager out to bid, BCBS was refusing to discount specialty drugs; CVS Caremark did offer discounts on specialty drugs. Joe then presented the quarterly report received from CVS Caremark which showed approximately 24,000 scripts were filled with about 350 of those being specialty drugs. The cost of the filled specialty drugs accounted for almost 50% of the total cost of all scripts filled. Joe then explained that CVS Caremark has not provided us our discount rebates yet. We will not see this begin until January but we're expecting to see approximately \$900,000 back for the 1st quarter alone.

CLOUD UPDATE

Joe stated moving our system to the cloud was completed at the end of October. We are experiencing a little slowness when working remotely, but otherwise it seems to be successful.

BCBS SERVICE ISSUES

Joe explained that Russ and himself had a lunch meeting with Mark Munier from BCBS to discuss some issues. Mark admitted BCBS's IT system is bad and there is no plan for them to fix it. He also stated we would not receive any discount on our admin fees. Joe explained we have also been experiencing regular service issues with BCBS aside from their poor system functionality. There has been a huge lack in communications and information regarding members being passed on from BCBS.

(4)

MEDEX OPEN ENROLLMENT

Joe explained we mailed out approximately 2500 letters for the Medex open enrollment. We received the usual phone calls from members regarding the letter they received and there were a handful of new enrollments.

MEDICAL RFP

Joe explained when we put our medical out to bid, we had to provide 1 year of claim experience for review. Joe then presented a report from John Garrish of BR Fox showing proposals from Aetna and Cigna compared to BCBS. Two of the biggest differences that the other carriers were offering compared to BCBS is an increase in wellness credits and a decrease to our admin fee. This was followed by a lot of discussion from the Executive Committee which included things as member impact, unit impact with unions and bargaining, operations and administration impact. More research and information will be gathered, and the topic will be brought to the next IAC in January for further discussion.

ADJOURNMENT

Chairman Russ Kaubris requested to adjourn the meeting by unanimous consent at 10:22 a.m., all were in favor.

Respectfully submitted,
Cynthia Smith

Meeting Schedule

Executive Committee – December 15, 2021, 9:00 a.m., via Zoom

Executive Committee – January 19, 2022, 9:00 a.m., via Zoom

Insurance Advisory Committee – January 26, 2022, 10:00 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		July	August	September	October	November
		Budgeted	Budgeted	Budgeted	Budgeted	Budgeted	Budgeted					
WAGES & BENEFIT 7/1/19-6/30/20		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		38,594.04	21,302.65	32,957.80	21,539.09	21,539.06
5145	LONGEVITY	575.00		4,000.00		5,000.00						
5130	OVERTIME			-		-						
5120	TEMP. EMPLOYEE SAL			-		-						
481	FICA (.062)			-		-						
5186	MED TAX (.0145)	5,000.00		-		-						
5181	CONTRIBUTORY RET.	88,000.00		98,000.00		104,644.00		107,155.29	2,551.02	3,832.52	2,551.02	2,563.01
5189	EMP. ASST. PROG. ENP			-		-						
5184	HEALTH INSURANCE	40,000.00		42,500.00		59,500.00		5,003.85	5,003.85	5,003.85	5,003.85	5003.85
5185	LIFE INSURANCE	320.00		320.00		350.00		21.30	21.30	28.40	28.40	28.40
5189	UNEMP HEALTH INS TAX			-		-						
TOT. WAGES & BENEFITS		468,895.00		489,820.00		537,494.00		150,774.48	28,878.82	41,822.57	29,122.36	29,134.32

ITEM CODE	BUDGET ITEMS	FY2020		NON SALARY EXP 7/1/19-6/30/20	ADM. CONT. SERVICES (FS&PP)	July	August	September	October	November
		Budgeted	Budgeted							
5300	ADM. CONT. SERVICES (FS&PP)									
	Rent	15,000.00		15,600.00		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)	12,000.00		13,500.00						
5320	LEGAL	32,000.00		5,000.00			8,000.00			
5340	TELEPHONE/INTERNET	3,600.00		3,500.00		405.79	375.98			10.08
5480	FOOD SUPPLIES	500.00		600.00			12.47	10.18		
5420	OFFICE & COMPUTER SUPPLI	2,500.00		2,500.00						
5580	MISC. EXPENSES	500.00		700.00			63.69	302.97		72.51
5580	NEWSPAPER/MAGS/BOOKS	100.00		-						
5420	POSTAGE (Stamps)	3,500.00		3,500.00						
5275	POSTAGE METER RENTAL						38.22	41.51		1,715.51
5390	MINI GRANTS/WEILLNESS	25,000.00		25,000.00		9,600.00	12.33			9.30
5420	STATIONERY & OFF. SUPP.						31.99	542.95		397.56
5780	SURETY BONDS	1,250.00		1,750.00		176.00		100.00		
5340	TELEPHONES			-						
5320	TRAINING	500.00		500.00						
5710	TRAVEL IN/OUT of STATE	3,000.00		3,000.00			96.32	77.21		38.08
5188	UTILITIES	4,000.00		3,000.00		4,800.00		436.50	348.22	489.18
TOT. Indirect Costs				-						
Total Non-Salary		104,650.00		77,700.00		11,481.79	1,931.00	10,811.32	1,648.22	4,032.22

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ITEM CODE	BUDGET ITEMS	FY-2020		FY-2021		FY-2022		July	August	September	October	November
		Budgeted		Budgeted		Budgeted						
		7/1/19-6/30/20		7-1/6-30		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						
5850	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	
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	
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	

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

INCOME AND EXPENSE REPORT

ITEMS	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV
Starting Cash Balance	\$7,584,092.81	\$7,601,697.58	\$7,998,592.77	\$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
Adjustments												
Total Starting Balance	\$7,584,092.81	\$7,601,697.58	\$7,998,592.77	\$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
MONTHLY INCOME												
Total Premium Collected	5,531,323.08	6,118,089.28	5,574,501.37	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
Interest Income (MMDT)	735.96	755.92	721.96	881.98	799.90	786.35	888.54	786.38	787.96	633.39	562.44	611.54
Other Income or Adjustments												
BCBS SR Premium Collected												
TOTAL MONTHLY INCOME	5,532,059.04	6,118,845.20	5,575,223.33	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
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	4,956,200.00	4,503,600.00	4,503,600.00	4,503,600.00	4,503,600.00
Reinsurance (Ind.&Aggs.)	(50,365.98)	176,512.83	174,988.57	174,768.43	175,487.65	175,369.13	175,540.89		374,928.01	186,090.46	186,802.41	188,059.38
BCBS Settlement									973,019.80			
Recon adjust w/Finance												
BCBS Sr Premium Paid												
Other Exp. & Claim Settlement	440,523.96	434,667.92	444,149.55	445,894.85	445,796.20	450,205.12	448,178.59	1,209,926.18	1,583,479.35	1,675,540.76	1,756,191.95	1,876,716.43
Total Plan Expenses	5,462,457.98	5,683,480.75	5,691,438.12	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
Total Unit Operating Expenses	51,996.29	38,469.26	33,665.93	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
TOTAL MONTHLY EXPENSES	5,514,454.27	5,721,950.01	5,725,094.05	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
TOTAL NET MONTHLY INCOME	17,604.77	396,895.19	(149,870.72)	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
BALANCE												
Cash Balance	7,601,697.58	7,998,592.77	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
Adjustments												
ENDING MONTHLY BALANCE	7,601,697.58	7,998,592.77	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

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HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Fund And Investment Information

FUNDS	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV
Post Employee Ben. S.B.	105,080.48	104,073.06	103,257.65	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
Funding	754.76	971.33	971.31	971.31	971.31	971.31		957.66	1,915.32	957.66		1,915.32
Expenses	1,762.18	1,786.74	1,807.44	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
Total	104,073.06	103,257.65	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
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
Investments												
CD's	16,097,818.32	16,112,274.63	16,119,782.14	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
Deposit												
Interest	14,456.31	7,507.51	7,393.45	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
Balance	16,112,274.63	16,119,782.14	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
Portfolio Value	12,298,457.14	12,640,686.70	12,571,595.75	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
Deposit												
Interest	342,229.56	(69,090.95)	125,447.34	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)
Market Change												
Total	12,640,686.70	12,571,595.75	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
Accounts Receivable	1,662,425.08	1,440,624.63	1,756,404.70	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
Total With Accounts Receivable	42,597,276.97	42,709,972.86	43,007,886.87	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

HAMPSHIRE COUNTY GROUP INSURANCE TRUST	
FOR DECEMBER 2021 PREMIUMS	
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TO AVOID LATE ASSESSMENT FEE
INVOICE MUST BE PAID **BEFORE:**
December 3, 2021

	\$	756,460.28

Hampshire County Group Insurance Trust

TRANSACTION REPORT NOVEMBER FY22

STARTING BALANCE GENERAL FUND				\$ 5,459,337.70
2021	WAR#	TRANSACTION	A/P DEBIT	A/R CREDIT
NOV		PEOPLE'S UNITED		
1		BLUE CROSS BLUE SHIELD	4,503,600.00	\$ 955,737.70
1		STEALTH/STOP LOSS (NOV)	188,059.38	\$ 767,678.32
1		CANARX	15,885.30	\$ 751,793.02
1		PEOPLE'S UNITED		1,135,949.78 \$ 1,887,742.80
1		PEOPLE'S UNITED		102,816.65 \$ 1,990,559.45
1		PEOPLE'S UNITED		3,847.32 \$ 1,994,406.77
1		PEOPLE'S UNITED		9,428.88 \$ 2,003,835.65
1		PEOPLE'S UNITED		6,448.68 \$ 2,010,284.33
1		PEOPLE'S UNITED		44,887.08 \$ 2,055,171.41
2		PEOPLE'S UNITED		174,613.79 \$ 2,229,785.20
3		PEOPLE'S UNITED		27,194.72 \$ 2,256,979.92
4		PEOPLE'S UNITED		57,794.88 \$ 2,314,774.80
17		PEOPLE'S UNITED		27,521.72 \$ 2,342,296.52
18		PEOPLE'S UNITED		161,031.20 \$ 2,503,327.72
19		PEOPLE'S UNITED		449,501.21 \$ 2,952,828.93
22		PEOPLE'S UNITED		68,857.12 \$ 3,021,686.05
24		PEOPLE'S UNITED		139,488.20 \$ 3,161,174.25
24		PEOPLE'S UNITED		182,657.42 \$ 3,343,831.67
24		PEOPLE'S UNITED		582,386.14 \$ 3,926,217.81
24		PEOPLE'S UNITED		122,300.47 \$ 4,048,518.28
24		PEOPLE'S UNITED		3,847.32 \$ 4,052,365.60
24		PEOPLE'S UNITED		60,000.00 \$ 4,112,365.60
24		PEOPLE'S UNITED		103,165.98 \$ 4,215,531.58
24		PEOPLE'S UNITED		160,371.68 \$ 4,375,903.26
26		PEOPLE'S UNITED		71,153.90 \$ 4,447,057.16
26		PEOPLE'S UNITED		50,347.43 \$ 4,497,404.59
26		PEOPLE'S UNITED		6,448.68 \$ 4,503,853.27
26		PEOPLE'S UNITED		9,428.88 \$ 4,513,282.15
26		PEOPLE'S UNITED		57,794.88 \$ 4,571,077.03
26		PEOPLE'S UNITED		8,746.20 \$ 4,579,823.23
26		PEOPLE'S UNITED		12,768.96 \$ 4,592,592.19
26		PEOPLE'S UNITED		11,500.68 \$ 4,604,092.87
26		PEOPLE'S UNITED		4,045.08 \$ 4,608,137.95
29		PEOPLE'S UNITED		1,316,594.18 \$ 5,924,732.13
29		PEOPLE'S UNITED		389,339.41 \$ 6,314,071.54
29		PEOPLE'S UNITED		214,161.19 \$ 6,528,232.73
29		PEOPLE'S UNITED		7,391.72 \$ 6,535,624.45
29		PEOPLE'S UNITED		74,033.92 \$ 6,609,658.37
29		PEOPLE'S UNITED		126,842.96 \$ 6,736,501.33
30		PEOPLE'S UNITED		599,443.30 \$ 7,335,944.63
30		PEOPLE'S UNITED		4,165.00 \$ 7,340,109.63
30		PEOPLE'S UNITED		173,588.02 \$ 7,513,697.65
30		CVS CAREMARK (OCT)	1,439,371.47	\$ 6,074,326.18
30		BLUE MEDICARE RX (OCT)	421,459.66	\$ 5,652,866.52
30		PAYROLL (NOV)	29,134.32	\$ 5,623,732.20
30		ACCOUNTS PAYABLE (NOV)	11,746.22	\$ 5,611,985.98
30		INTEREST		611.54 \$ 5,612,597.52
				\$ 5,612,597.52
				\$ 5,612,597.52
				\$ 5,612,597.52

11

11/1/2021	wire	4,503,600.00	BCBS	xxx	Yes	Monthly Claim prefunding
11/1/2021	wire	188,059.38	Stealth Partner Group			Reinsurance- Nov
11/1/2021	5678	1,300.00	King St Realty	5270		Rent - Oct
11/1/2021	5677	24.42	Verizon			Telephone Expense
11/1/2021	5679	9.30	Michele Komosa			Wellness postage
11/1/2021	5680	19.80	Eversource	5340		Utilities
11/1/2021	5681	49.25	Boston Mutual			Life Insurance - Nov
11/1/2021	5682	185.74	PPI - ACSA Group Ins			Dental Insurance -Nov
11/2/2021	5683	9,104.40	CanRx	xxx	Yes	CanRx claims
11/2/2021	Ach	1,714.00	Paragus Strategic	5300		Various IT
11/3/2021	ACH	391,022.86	CVS Claims			Rx claims
11/9/2021	ACH	10,763.16	Checkwriters			Net Payroll,11/23/21
11/10/2021	5684	52.51	National Grid			Electric
11/10/2021	5685	1,959.54	Joseph Shea			Various office expenses,postage
11/10/2021	5686	6,000.00	Edward Haber			Cloud programming
11/10/2021	ACH	269,685.58	CVS Claims			Rx claims
11/18/2021	ACH	447,770.76	CVS Claims			Rx claims
11/22/2021	5687	274.20	The Tree House			Toner
11/22/2021	5688	2,563.01	Hampshire Retirement Board			NOV retirement allocation
11/22/2021	5689	6,591.20	HCGIT			Health Insurance - Dec
11/22/2021	5690	21.40	Eversource	5340		Utilities
11/22/2021	5691	245.48	Comcast			Internet
11/22/2021	5692	6,780.90	CanRx	xxx	Yes	CanRx claims
11/22/2021	5693	125.57	AEON			Telephone Expense
11/23/2021	ACH	10,775.90	Checkwriters			Net Payroll,11/23/21
11/29/2021	ACH	330,892.27	CVS Claims			Rx claims
11/30/2021	ACH	421,459.66	Blue Medicare Rx	xxx	Yes	Medex Rx premium
		6,611,050.29				

(13)

12/12/21

Hampshire County Group Insurance Trust

Claim Payments

	CLAIMS		AMOUNT PAID		VARIANCE	CUMULATIVE VAR.
2019 - Jan	\$ 4,743,800.39		\$ 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	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						

P = Actuarial Projection of Claims or Anticipated Payments, A = Actual Info.

E = Estimate based on some actual information

Medical Claim Repricing



July 1, 2020 – June 30, 2021

Service Category	Billed Charges	BCBS Allowable	Aetna Allowable	Cigna Allowable
In-Network: Facility and Professional Inpatient	\$19,255,507	\$11,079,988	\$9,589,594	\$7,183,284
Out-Network: Facility and Professional Inpatient	\$74,091	\$26,810	\$9,085	\$1,738,625
In-Network: Outpatient Physician & Ancillary	\$72,877,947	\$33,719,772	\$33,679,849	\$38,207,535
Out-Network: Outpatient Physician & Ancillary	\$134,091	\$4,372*	\$877,856**	\$1,542,151**
Total In-Network Costs	\$92,133,454	\$44,799,760	\$43,269,443	\$45,390,819
Net In-Network Discounts		51.4%	53.0%	50.7%

* Includes UCR cutbacks (deductibles, coinsurance and exclusions not included)

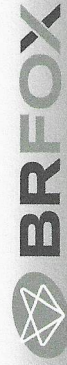
** No application of plan cutbacks



Aetna Proposal Summary



- Financial Proposal
 - Administrative Fees Guaranteed for 3 years.
 - Offering a 2 month Administrative Fee Credit to a maximum of \$300,00 (estimated at \$297,621 with current enrollment)
 - Offering \$100,000/year toward toward the Wellness Program
 - Several allowances made for transition and technology
 - Medical/Pharmacy Integrated Value Guarantee- Claim Target Guarantees by service category
- Claim Repricing was better than expected. Their analysis used 3-digit average discounts and expected Hospital Discounts Targeted for 7/1/22.
- Network Penetration was 93%, just 1.5% behind BCBS



Cigna Proposal Summary



- Financial Proposal
 - Administrative Fees Guaranteed for 3 years.
 - Offering a year-one Transitional Relief Credit of \$175,000
 - Cigna has offered \$150,000/year toward the Wellness Program
 - \$25,000 service fund for first year communication
 - Performance Guarantees covering a broad array of implementation, service and network discount guarantees with over \$836,000 at risk
- Repricing done with actual provider level discounts. Much more accurate than that of Aetna.
- Network Penetration was 90% but will build around HCGIT's network needs





Medical Fee Analysis

Fee Category	Current Fees	Aetna Effective 7/1/22	Cigna Effective 7/1/22
HMO Rate	\$56.55	\$41.50*	\$43.36*
PPO Rate	\$61.45	\$41.50*	\$43.36*

* Rate guaranteed for 3 years



	<u>Current Fee</u>	<u>Aetna Fee</u>	<u>Plan Count</u>	<u>Savings</u>
HMO	\$ 56.55	\$ 41.50	3,287	\$ 593,632.20
PPO	\$ 61.45	\$ 41.50	711	\$ 170,213.40
				\$ 763,845.60

	<u>Current Rates</u>	<u>Savings</u>	<u>Plan Count</u>
HMO - S	\$ 620.60	2.4%	1,311
HMO +1	\$ 1,445.20	1.0%	1,228
HMO - F	\$ 1,781.52	0.8%	748
PPO - S	\$ 715.24	2.8%	319
PPO - F	\$ 1,953.40	1.0%	392