**HAMPSHIRE COUNTY GROUP INSURANCE TRUST**

**88 KING STREET**

**NORTHAMPTON, MA 01060**

**TO:** All Trust Member Units

**RE: Minutes of June 18, 2025**

Executive Committee Meeting

Via Zoom Teleconference

**MEMBERS PRESENT**:

Shelley Poreda Emily Russo Jessalyn Zaykoski

Paula Harrison Joanne Misiaszek

**OTHERS PRESENT:**

Joseph Shea Cynthia Graves Jessica Hebert

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.

Shelley Poreda (stepping in for Chairman Rich Carmignani, Jr who was unable to attend), called the meeting to order at 9:02 a.m. with no quorum present. With the lack of quorum, the meeting was to continue for informational purposes only, no voting. The meeting was officially opened at 9:27 a.m. when a quorum was present.

**APPROVAL OF MINUTES**

Shelley Poreda requested that the minutes of April 30, 2025 & May 21, 2025 be approved; these were accepted by unanimous consent.

**FINANCIAL REPORT FOR MAY**

The Financial Report for the month of May was presented reflecting a starting balance of ($1,211,050.10) with a total monthly income received of $8,668,455.46 and monthly expenses of $9,531,080.53 with a total net monthly income of ($862,625.07) and an ending month balance of $1,726,324.83 with accounts receivable of $328,596.28 leaving a total of $14,142,693.29.

*Investments and CD’s for May 2025*

The investments portfolio value was $6,851,991.84 with a market change of ($302,774.89) and a withdrawal of $2 million, leaving a total of $5,154,766.73. The starting balance in CD’s was $3,839,051.76, with interest earned of $8,379.66, and a withdrawal of $1.8 million, leaving a balance of $2,407,431.42.

*May Expenditures*

The expenditures for the month of May were reviewed.

Joe explained there continues to be significant cash drawdowns month after month from our reserves, primarily driven by pharmaceuticals to date. He advised we would be seeing our quarterly rebate from CVS Caremark which should be around $2.1 million. Joe also mentioned some significant unexpected claims from BCBS in excess of $3 million making our total owed to BCBS close to $9 million for the month; the highest payment we’ve ever had to make. Medex claims are also on the rise, losing almost $400,000 thus far, only halfway through the year. Joe advised there will be another double digit increase for Medex come January 1, 2026. We’re already expecting an overall net loss for the year given the continued increase in claims. Joe said he’s going to look into obtaining a line of credit but if we can’t get one, we will need a mid-year increase on active plans.

Shelley Poreda requested that the financial report for May be approved. On a motion by Paula Harrison, seconded by Emily Russo, this was accepted by unanimous consent.

**Wellness Update:**

Michele provided the following information:

* End of year wrap up – the Wellness Initiative offered
* 11 onsite workshops
* 6 onsite health benefits and wellness fairs
* 2 Challenges through Wellable – 411 participants
* 2 Challenges through A HEALTHY ME – participation is much lower because challenges through this platform are new
* 4 mini challenges through Learn to Live
* Open Enrollment Challenge: incentivized subscribers who would register on “My Blue”. Still waiting for the final report.
* Learn to Live – the free online cognitive is currently at 4% utilization which considering Michele does not have access to every subscriber’s email address, this is quite remarkable.
* Through L2L we offer approximately 4 webinars per month.
* With Wellable – we continue to offer on demand fitness classes.
* The Wellness Initiative has received 50,000 wellness credits for FY 2026. Michele will send out an email encouraging units to begin scheduling their onsite events.

**Weight Loss Drug Activity**

Joe advised that WLD have jumped from $456,000 to $517,000 (13%) in one month. Joe hopes we will see a small decrease in activity in July with CVS Caremark removing Zepbound from the formulary effective July 1st. For now, the trend continues and will be monitored.

**GLP-1 Benefit Change, Letters, CVS Caremark**

Joe stated our GLP1 change is set for 10/1/2025. Joe advised we were initially going to send out the letters regarding the formulary change but believes CVS Caremark may do it on our behalf. If so, they will go out sometime in August.

Joe also explained that we are putting our contract with CVS Caremark out to bid after just 1 year (of a 3 year contract). Joe said CVS Caremark has been notified of this and while they are not happy with our decision, they would not make any concessions to our rebates, leaving us no choice but to explore other options. The process will start in August, and we would be looking for a decision for the first quarter of next year, with a start date of 7/1/2026.

**Stop Loss Update**

Joe advised that we have paid out about $2.1 million in premiums so far with

5 people reaching the Stop Loss amount, bringing in around $600,000 in rebates to date with another $200,000 more coming in soon. Joe is hoping that there will be another $200,000 more to come by the end of the year which would get us back to breaking even.

**Stop Loss FY26 Vote**

Joe is working with John Garrish who is still facilitating our Stop Loss bids. Many carriers won’t bid on municipal business, and all wanted to add multiple lasers which we prefer not having any. (A laser is carving out the highest risk claimants and setting them at a different SL rate.) We are still working to negotiate the suggested lasers and rates. So far, the best rate that has come back is from Ullico at a 6% increase maintaining the current $400,000 SL amount. Joe also discussed the possibility of bumping up the SL amount to either $425,000 (1% reduction in premium) or $450,000 (8% reduction in premium). Joe advised we will re-group next week to discuss further and vote on this once he gets the final numbers.

**FY26 Budget**

Joe advised the budget changed only slightly from our last meeting. The biggest swing downward was cutting our IT budget in half, saving us a significant amount of money, but adding that, the contributory retirement and insurance premiums went up. Joe also budgeted for two years’ worth of audits which still need to be done. The budget was presented in the amount of $828,658.00 which is a 5.4% overall decrease from last year.

A motion was made by Emily Russo to approve the FY26 Budget as presented and seconded by Paula Harrison. A roll call vote was taken; all were in favor.

**Other Last Minute Items**

The EC will meet again next week to vote on the Stop Loss renewal for FY26. The meeting will be Thursday, June 26, 2025 at 9:00am.

**ADJOURNMENT**

Shelley Poreda adjourned the meeting at 9:49 a.m.

Respectfully submitted,

Jessica Hebert

**Meeting Schedule**

Insurance Advisory Committee – July 16, 2025 10:00 a.m., via ZOOM

Executive Committee – August 27, 2025, 9:00 a.m., via ZOOM

Executive Committee – September 24, 2025, 9:00 a.m., via ZOOM