

HAMPSHIRE COUNTY GROUP INSURANCE TRUST  
Executive Committee  
Meeting Notice and Agenda  
December 3, 2025  
9:00 A.M.  
**ZOOM Meeting**

|   |    |
|---|----|
| Call to Order   | RC |
| Executive session pursuant to MGL 30A §21 Section 2 to conduct strategy sessions in preparation for negotiations with nonunion personnel or to conduct collective bargaining sessions or contract negotiations with nonunion personnel. | RC |
| Consultant Items  | RC |
| Legal Counsel   | RC |
| GLP1 Grievance  | RC |
| Unit Concerns<br>(Open Meeting / Voting / Westhampton)  | RC |
| Audit Update  | CG |
| Financials  | RC |
| Alternate Benefit Options<br>(Berkley Accident & Health / APEX Benefits)  | RC |
| Any Other Items   | RC |

Meeting Schedule

Executive Committee – December 10, 2025, 9:00 a.m. ZOOM  
Insurance Advisory Committee – December 17, 2025, 10:00 a.m. ZOOM  
Executive Committee – December TBD, 2025, 9:00 a.m. ZOOM



Cindy Graves is inviting you to a scheduled Zoom meeting.

Topic: EC Meeting

Time: Dec 3, 2025 09:00 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us02web.zoom.us/j/83872975722?pwd=a4HSz8Plg1EejskdDYds3I29qTX2pf.1>

View meeting insights with Zoom AI Companion

<https://us02web.zoom.us/launch/edl?muid=dd0ae362-f9f2-4861-90e1-2a8837493922>

Meeting ID: 838 7297 5722

Passcode: 772093

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One tap mobile

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Join instructions

<https://us02web.zoom.us/meetings/83872975722/invitations?signature=qGB12WQyR6SewCwIVTlaVhlz3gg7m6h6CFSXWRI9DHI>



## **GLP1 GRIEVANCE**

I am submitting this formal grievance regarding the removal of Wegovy (semaglutide) from coverage under my Blue Cross Blue Shield of Massachusetts plan, administered through the Hampshire County Group Insurance Trust ("the Trust").

I was informed that the Trust considers this to be a "formulary change" rather than a "change in benefits." The documentation provided by the Trust included minutes from an internal meeting in which it was noted that this change would be categorized as a formulary change specifically so that the Trust could continue to state publicly that "coverage would not change." This suggests a deliberate effort to frame the change in a way that would prevent members from realizing that their coverage had, in fact, been reduced.

This is misleading, negligent, and inconsistent with the Trust's duty to communicate changes to plan members in good faith. Even as a highly educated person with two master's degrees, I found this distinction confusing. It is unreasonable to expect that the average plan participant would understand that "no change in benefits" could mean losing access to a prescribed medication.

Accordingly, I am filing this grievance on the following grounds:

1. Misrepresentation: The Trust knowingly communicated that coverage would not change, despite internal awareness that this change would affect access to covered medications.
2. Failure to Notify: The Trust failed to provide proper notice of a change that directly impacted members' medical treatment.
3. Negligence: The Trust's admission that my notification "slipped through the cracks" demonstrates a breakdown in process that is unacceptable in the administration of health benefits.
4. Member Harm: The lack of notice created potential medical risk and distress for affected members.
5. Lack of Transparency: The deliberate classification of the change as "formulary" to justify non-disclosure represents a troubling lack of transparency.

I request that the Trust:

- Acknowledge this communication failure and outline the corrective actions being taken.
- Review whether the handling and communication of this change complied with applicable Massachusetts Division of Insurance standards.
- Ensure that all future formulary or benefit changes are communicated clearly and in advance to affected members.
- Provide a written response addressing these concerns and the findings of the Executive Committee's review.



Sent: Monday, November 17, 2025 7:49 PM

Hi Richard,

I just wanted to make it known how disappointed I was by this email and the failure of the Executive Committee to rise to the occasion during the time when demonstrating the responsibilities of the EC is of greater importance than ever before.

Some of the main responsibilities of this committee (always, but especially during a time of crisis) is to ensure stability, transparency and peace of mind to the member units. To brush off this request so carelessly at any time would be unprofessional, but to do so at this time is egregious and further puts the health and stability of the trust at greater risk.

I would strongly encourage the EC to reevaluate the way requests for communications / meeting visits are handled to ensure that this type of response doesn't happen in the future. As such, I respectfully request that this email be shared with the full EC.

Thank you,  
Ryan

Ryan W. Mailloux, CMMT  
Town of Westhampton

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On Nov 12, 2025, at 3:05 PM

Mr. Doug Finn and Mr. Ryan Mailloux,

Good afternoon,

On behalf of the Executive Committee, I am responding to your email to the outgoing Executive Director, Mr. Joe Shea. The email has been attached to this one. I sit as the Chair of the Executive Committee for the HCGIT. Mr. Joe Shea and Executive Committee member Shelley Poreda have been copied on this reply.

You have a request out to the Trust for a representative to discuss the current status of the HCGIT. As you know, Mr. Shea is retiring and won't be attending. I expect an update (not specific to Westhampton) will be given at the upcoming IAC Meeting on November 18<sup>th</sup>. It is at this point where the IAC will confirm the consultant to assist the operation of the Trust. From that point forward, one key piece of the short-term plan will be in place. The Executive Committee will meet with the consultant to map out their plan towards the upcoming renewal for July 2026 and managing the remaining eight months of the existing contract. I would ask that you appreciate the call for additional oversight from the member units of the Trust and give our consultants an opportunity to do their work. If there are specific questions once the work has begun, I encourage you to forward your questions so that they may be answered.

Thank you,

Richard A. Carmignani Jr., CMMT, CMMCo

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**Sent:** Thursday, November 20, 2025 3:12 PM

Please see response from AG's office below. Even if a ballot is to be used to avoid members influencing each other, the results with each individual vote must be read aloud immediately after, not via email like it has been done. It also seems like a meeting with remote participation must be done by roll-call vote, so it seems like if we're doing remote meetings ballots are not an option.

Paul McLatchy III  
Town Administrator  
Town of Ashfield

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**From:** OpenMeeting (AGO) <[openmeeting@mass.gov](mailto:openmeeting@mass.gov)>  
**Sent:** Thursday, November 20, 2025 3:08 PM  
**To:** Town of Ashfield Administrator <[townadmin@ashfield.org](mailto:townadmin@ashfield.org)>  
**Subject:** RE: Voting by Ballot

Good Afternoon Paul,

Thank you for contacting the Division of Open Government. Please note that we can provide general information about the requirements of the Open Meeting Law but cannot provide advisory opinions or legal advice.

The Open Meeting Law states that "No vote taken at an open session shall be by secret ballot." G.L. c. 30A, § 22(b). However, we have previously advised that it would be permissible for public body members to vote by paper ballot (for example, so they are not influenced by each other's votes) provided that immediately after, each person's vote is read aloud with their name and how they voted. I note that, if a member is participating remotely, all votes must be by roll call vote. A roll call vote is the act or an instance of calling off a list of names. Roll call votes should be appropriately recorded in the minutes; even unanimous votes need to be recorded by roll call in the minutes. Certainly, for purposes of openness and transparency, best practice is to simply vote out loud during meetings.

Sincerely,  
Kerry Kilcoyne (she/her/hers)  
Assistant Attorney General  
Division of Open Government  
Office of the Massachusetts Attorney General  
One Ashburton Place  
Boston, MA 02108

617-963-2540  
[openmeeting@mass.gov](mailto:openmeeting@mass.gov)

5-A



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**From:** Town of Ashfield Administrator <[townadmin@ashfield.org](mailto:townadmin@ashfield.org)>  
**Sent:** Thursday, November 20, 2025 1:28 PM  
**To:** OpenMeeting (AGO) <[openmeeting@mass.gov](mailto:openmeeting@mass.gov)>  
**Subject:** Voting by Ballot

Good Afternoon,

The Open Meeting Law says that secret ballots may not be used to vote. I have observed a remote public body that has just this week taken two votes taken by "paper" ballot and returned to the clerk by email, with the results announced after. I brought it up in the meeting and they suggested that since the results are announced, it's not a "secret ballot". Is there any way to get a determination on this? I feel very uncomfortable that votes are being taken this way.

Paul McLatchy III  
Town Administrator  
Town of Ashfield

5-B



**Sent:** Tuesday, November 25, 2025 10:54 AM

[Caution: EXTERNAL E-Mail]

Hi,

Please forward to all members of the EC.

After the meeting, I read the agreement. The language on a majority vote is unclear. The wording does not specify if it is a majority of all weighted votes (thus more than 50%) or a majority of those present (43.9%). "Any Motion before the Trust needs a simple majority of the weighted vote of the member units of the Trust." The way I read that sentence is that a 50%+ tally is needed to pass a motion.

Considering that this vote shows how the IAC is splitting, I highly recommend that you have legal counsel review the agreement and your determination that the vote passed.

Also, it would be helpful in the future to acknowledge the challenges of the vote instead of just closing the meeting as if we voted on the minutes.

Sincerely,

Jan Ameen

Franklin County Solid Waste District

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**From:** Danielle Chaplick <dchaplick@hilbgroup.com>  
**Sent:** Tuesday, November 25, 2025 1:29 PM

[Caution: EXTERNAL E-Mail]

Hello Rich,

Thank you and everyone for today's meeting. While we're not presenting this information as legal authority, we'd like to share the general state law provisions regarding quorum establishment and the requirements for a prevailing vote:

According to Massachusetts General Laws, Chapter 156D, Section 7.25, if there are no specific provisions in your documents, a quorum is defined as a majority of the shares entitled to vote on the matter.

Once a quorum is established, **a majority of the votes cast will suffice for a favorable outcome, unless your documents specify a higher requirement and/or threshold.**

It's worth noting that some purchasers may expressly stipulate a 50 percent requirement, while others may not within their contract. It also gets more complex with a weighted vote as such. We thought we would share this information in case the issue is pressed.

If you need further recommendations for counsel, here are two attorneys we've worked with in the past:

John Clifford [john@cliffordkennylaw.com](mailto:john@cliffordkennylaw.com)  
Kevin Feeley: [kf@feeleybrownlaw.com](mailto:kf@feeleybrownlaw.com)

We hope this information is helpful.

Best,  
Danielle

⑦



|            |     |      |                      |                       |   |
|------------|-----|------|----------------------|-----------------------|---|
| 10/1/2025  | ACH |      | 4,875,954.94         | BCBS                  | Monthly Claim prefunding & Aug settlement |
| 10/1/2025  | ACH |      | 202,701.25           | Stealth Partner Group | Reinsurance- OCT                          |
| 10/1/2025  |     | 7200 | 49.25                | Boston Mutual         | Life Ins                                  |
| 10/1/2025  |     | 7201 | 389.69               | ACSA                  | Dental Ins                                |
| 10/1/2025  |     | 7198 | 1,000.00             | M&B Holdings          | Rent APR                                  |
| 10/1/2025  |     | 7199 | 6,250.00             | Edward Haber          | IT work                                   |
| 10/1/2025  |     | 7197 | 20.97                | Verizon               | final fax bill                            |
| 10/3/2025  |     | 7203 | 5,065.11             | CanaRx                | Rx expense                                |
| 10/3/2025  |     | 7202 | 854.42               | Joseph Shea           | office expenses                           |
| 10/4/2025  | ACH |      | 280.40               | Comcast               | Internet                                  |
| 10/6/2025  | ACH |      | 736,437.55           | CVS                   | Rx weekly                                 |
| 10/7/2025  | ACH |      | (1,862.72)           | UNUM                  | Stop Loss Reimb                           |
| 10/7/2025  |     | 7204 | 425.46               | Cindy Graves          | office expenses                           |
| 10/8/2025  | ACH |      | 14,042.49            | Checkwriters          | payroll 10/9                              |
| 10/15/2025 | ACH |      | 3,034,600.00         | BCBS                  | Monthly claim funding, second half        |
| 10/16/2025 | ACH |      | 539,146.52           | CVS                   | Rx weekly                                 |
| 10/21/2025 | ACH |      | 1,438.20             | Netlogix              | IT service, new server PC                 |
| 10/21/2025 | ACH |      | 270.00               | Netlogix              | IT service, new server PC                 |
| 10/21/2025 |     | 7205 | 8,782.00             | HCGIT                 | Health Insurance                          |
| 10/21/2025 |     | 7206 | 139.98               | CMS                   | Phone                                     |
| 10/21/2025 |     | 7207 | 2,957.57             | CanaRx                | Rx expense                                |
| 10/21/2025 | ACH |      | 731,618.91           | CVS                   | Rx weekly                                 |
| 10/22/2025 | ACH |      | 14,057.49            | Checkwriters          | payroll 10.23                             |
| 10/28/2025 |     | 7208 | 3,407.31             | Hamp Retirement       | OCT Deductions                            |
| 10/30/2025 | ACH |      | 758,263.39           | CVS                   | Rx weekly                                 |
| 10/31/2025 | ACH |      | 652,159.77           | Blue Medicare Rx      | Medicare rx                               |
|            |     |      | <b>11,588,449.95</b> |                       |   |



|                |                      |                       |  |
|----------------|----------------------|-----------------------|--|
| 11/1/2025 ACH  | 3,654,748.23         | BCBS                  | Monthly Claim prefunding & SEPT settlement |
| 11/1/2025 ACH  | 201,568.61           | Stealth Partner Group | Reinsurance- NOV                           |
| 11/3/2025      | 1,000.00             | M&B Holdings          | Rent NOV                                   |
| 11/3/2025      | 6,250.00             | Edward Haber          | IT work                                    |
| 11/3/2025      | 9,111.31             | CanaRx                | Rx expense                                 |
| 11/3/2025      | 49.25                | Boston Mutual         | Life Ins                                   |
| 11/3/2025      | 389.69               | ACSA/PPI              | Dental Ins                                 |
| 11/4/2025      | 234.19               | Joseph Shea           | office expenses                            |
| 11/5/2025 ACH  | 14,042.47            | Checkwriters          | payroll 11/6                               |
| 11/5/2025 ACH  | 1,469.03             | Netlogix              | IT service                                 |
| 11/6/2025 ACH  | (19.57)              | UNUM                  | Stop Loss Reimb                            |
| 11/6/2025 ACH  | 280.40               | Comcast               | Internet                                   |
| 11/7/2025 ACH  | 841,379.27           | CVS                   | Rx weekly                                  |
| 11/12/2025 ACH | 550,235.01           | CVS                   | Rx weekly                                  |
| 11/13/2025     | 99.61                | CMS                   | Phone                                      |
| 11/13/2025     | 79.44                | Cindy Graves          | office expenses                            |
| 11/14/2025 ACH | 3,034,600.00         | BCBS                  | Monthly claim funding, second half         |
| 11/21/2025 ACH | 544,444.72           | CVS                   | Rx weekly                                  |
| 11/21/2025     | 8,191.00             | HCGIT                 | Health Insurance - DEC                     |
| 11/21/2025     | 3,407.31             | Hamp Retirement       | NOV Deductions                             |
| 11/28/2025     | 7,654.95             | CanaRx                | Rx expense                                 |
| 11/19/2025 ACH | 44,874.11            | Checkwriters          | payroll 11/20                              |
| 11/28/2025 ACH | 778,417.25           | CVS                   | Rx weekly                                  |
| 11/30/2025 ACH | 657,703.10           | Blue Medicare Rx      | Medicare rx                                |
|                | <b>10,360,209.38</b> |                       |  |



**7/30/25 IAC Meeting: Projections 20% 10/1/25 + 20% MEDEX 1/1/26**

| Revenue                    | July         | August      | September    | October      | November    | December     | January     | February     | March       | April       | May          | June         | Total         |
|----------------------------|--------------|-------------|--------------|--------------|-------------|--------------|-------------|--------------|-------------|-------------|--------------|--------------|---------------|
| Premium                    | 8,350,000    | 8,350,000   | 9,820,000    | 9,820,000    | 9,820,000   | 10,070,000   | 10,070,000  | 10,070,000   | 10,070,000  | 10,070,000  | 10,070,000   | 10,070,000   | 116,650,000   |
| Stop Loss reimbursement    | 400,000      | 200,000     | 150,000      |              |             |              |             | 100,000      | 100,000     | 200,000     | 250,000      | 250,000      | 1,650,000     |
| CVS Rebate                 |              |             | 2,100,000    |              |             | 2,100,000    |             |              | 1,800,000   |             |              | 1,800,000    | 7,800,000     |
| Total Revenue              | 8,750,000    | 8,550,000   | 12,070,000   | 9,820,000    | 9,820,000   | 12,170,000   | 10,070,000  | 10,170,000   | 11,970,000  | 10,270,000  | 10,320,000   | 12,120,000   | 126,100,000   |
| <b>Expenses</b>            |              |             |              |              |             |              |             |              |             |             |              |              |               |
| BCBS Funding               | (6,069,200)  | (6,069,200) | (7,000,000)  | (7,500,000)  | (6,069,200) | (7,000,000)  | (6,200,000) | (7,500,000)  | (6,200,000) | (6,200,000) | (7,500,000)  | (7,000,000)  | (80,307,600)  |
| CVS Claims                 | (2,900,000)  | (2,900,000) | (2,900,000)  | (2,200,000)  | (2,200,000) | (2,200,000)  | (2,200,000) | (2,200,000)  | (2,200,000) | (2,200,000) | (2,200,000)  | (2,200,000)  | (28,500,000)  |
| CanRx                      | (10,500)     | (10,500)    | (10,500)     | (10,500)     | (10,500)    | (10,500)     | (11,000)    | (11,000)     | (11,000)    | (11,000)    | (11,000)     | (11,000)     | (129,000)     |
| Fed Pcori Fee              | (40,000)     |             |              |              |             |              |             |              |             |             |              |              | (40,000)      |
| Hamp Retirement Assessment | (130,000)    |             |              |              |             |              |             |              |             |             |              |              | (130,000)     |
| HCGIT Op Expenses          | (60,000)     | (60,000)    | (60,000)     | (60,000)     | (60,000)    | (60,000)     | (60,000)    | (60,000)     | (60,000)    | (60,000)    | (60,000)     | (60,000)     | (720,000)     |
| Blue Medicare Rx fee       | (640,000)    | (640,000)   | (640,000)    | (640,000)    | (640,000)   | (640,000)    | (704,000)   | (704,000)    | (704,000)   | (704,000)   | (704,000)    | (704,000)    | (8,064,000)   |
| Stop Loss Premium          | (204,500)    | (204,500)   | (204,500)    | (204,500)    | (204,500)   | (204,500)    | (204,500)   | (204,500)    | (204,500)   | (204,500)   | (204,500)    | (204,500)    | (2,454,000)   |
| Total Expenses             | (10,054,200) | (9,884,200) | (10,815,000) | (10,615,000) | (9,184,200) | (10,115,000) | (9,379,500) | (10,679,500) | (9,379,500) | (9,379,500) | (10,679,500) | (10,179,500) | (120,344,600) |
| Net Cash                   | (1,304,200)  | (1,334,200) | 1,255,000    | (795,000)    | 635,800     | 2,055,000    | 690,500     | (509,500)    | 2,590,500   | 890,500     | (359,500)    | 1,940,500    | 5,755,400     |

**12/2/25 EC Meeting: Actuals + 20% 10/1/25 + 19.0% MEDEX 1/1/26**

| Revenue                    | July         | August       | September    | October      | November     | December     | January     | February     | March       | April       | May          | June         | Total         |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|-------------|-------------|--------------|--------------|---------------|
| Premium                    | 8,308,728    | 8,343,313    | 9,762,643    | 9,666,501    | 9,635,519    | 10,057,000   | 10,057,000  | 10,057,000   | 10,057,000  | 10,057,000  | 10,057,000   | 10,057,000   | 116,115,703   |
| Stop Loss reimbursement    | 240,086      | 500,123      | -            | 1,863        | 20           |              |             | 100,000      | 100,000     | 200,000     | 250,000      | 250,000      | 1,642,091     |
| CVS Rebate                 |              |              | 2,208,604    |              |              | 2,100,000    |             |              | 1,800,000   |             |              | 1,800,000    | 7,908,604     |
| Total Revenue              | 8,548,814    | 8,843,436    | 11,971,247   | 9,668,363    | 9,635,538    | 12,157,000   | 10,057,000  | 10,157,000   | 11,957,000  | 10,257,000  | 10,307,000   | 12,107,000   | 125,666,398   |
| <b>Expenses</b>            |              |              |              |              |              |              |             |              |             |             |              |              |               |
| BCBS Funding               | (6,153,533)  | (7,910,555)  | (6,689,348)  | (6,959,912)  | (6,689,348)  | (7,000,000)  | (6,200,000) | (7,500,000)  | (6,200,000) | (6,200,000) | (7,500,000)  | (7,000,000)  | (82,002,696)  |
| CVS Claims                 | (2,899,440)  | (2,844,728)  | (3,078,596)  | (2,765,466)  | (2,714,476)  | (2,200,000)  | (2,200,000) | (2,200,000)  | (2,200,000) | (2,200,000) | (2,200,000)  | (2,200,000)  | (29,702,706)  |
| CanRx                      | (11,918)     | (10,970)     | (5,628)      | (8,023)      | (16,766)     | (10,500)     | (11,000)    | (11,000)     | (11,000)    | (11,000)    | (11,000)     | (11,000)     | (129,805)     |
| Fed Pcori Fee              | (39,719)     |              |              |              |              |              |             |              |             |             |              |              | (39,719)      |
| Hamp Retirement Assessment | (130,358)    |              |              |              |              |              |             |              |             |             |              |              | (130,358)     |
| HCGIT Op Expenses          | (74,458)     | (40,562)     | (57,487)     | (49,179)     | (60,000)     | (60,000)     | (60,000)    | (60,000)     | (60,000)    | (60,000)    | (60,000)     | (60,000)     | (701,686)     |
| Blue Medicare Rx fee       | (636,287)    | (650,608)    | (652,436)    | (652,160)    | (657,703)    | (655,000)    | (704,000)   | (704,000)    | (704,000)   | (704,000)   | (704,000)    | (704,000)    | (8,128,194)   |
| Stop Loss Premium          | (204,290)    | (203,181)    | (202,462)    | (202,701)    | (201,569)    | (203,500)    | (204,500)   | (204,500)    | (204,500)   | (204,500)   | (204,500)    | (204,500)    | (2,444,703)   |
| Total Expenses             | (10,150,003) | (11,660,604) | (10,685,957) | (10,637,441) | (10,339,862) | (10,129,000) | (9,379,500) | (10,679,500) | (9,379,500) | (9,379,500) | (10,679,500) | (10,179,500) | (123,279,868) |
| Net Cash                   | (1,601,189)  | (2,817,168)  | 1,285,289    | (969,077)    | (704,324)    | 2,028,000    | 677,500     | (522,500)    | 2,577,500   | 877,500     | (372,500)    | 1,927,500    | 2,386,531     |

|                 |           |             |        |           |             |          |          |          |          |          |          |          |             |
|-----------------|-----------|-------------|--------|-----------|-------------|----------|----------|----------|----------|----------|----------|----------|-------------|
| <b>Variance</b> | (296,989) | (1,482,968) | 30,289 | (174,077) | (1,340,124) | (27,000) | (13,000) | (13,000) | (13,000) | (13,000) | (13,000) | (13,000) | (3,368,869) |
|-----------------|-----------|-------------|--------|-----------|-------------|----------|----------|----------|----------|----------|----------|----------|-------------|



## Hampshire County Group Insurance Trust Claim Payments

|              | CLAIMS          | AMOUNT PAID     | VARIANCE          | CUMULATIVE VAR. |
|--------------|-----------------|-----------------|-------------------|-----------------|
| January 2023 | \$ 4,941,510.44 | \$ 4,839,000.00 | \$ 102,510.44     | \$ (67,550.81)  |
| February     | \$ 5,145,447.69 | \$ 4,839,000.00 | \$ 306,447.69     | \$ 238,896.88   |
| March        | \$ 5,606,776.57 | \$ 4,839,000.00 | \$ 767,776.57     | \$ 1,006,673.45 |
| April        | \$ 3,656,013.51 | \$ 4,839,000.00 | \$ (1,182,986.49) | \$ (176,313.04) |
| May          | \$ 4,968,758.05 | \$ 4,839,000.00 | \$ 129,758.05     | \$ (46,554.99)  |
| June         | \$ 5,512,963.61 | \$ 4,839,000.00 | \$ 673,963.61     | \$ 627,408.62   |
| July         | \$ 4,844,980.28 | \$ 5,212,600.00 | \$ (367,619.72)   | \$ 259,788.90   |
| August       | \$ 5,210,044.34 | \$ 5,840,008.62 | \$ (629,964.28)   | \$ (370,175.38) |
| September    | \$ 5,504,553.19 | \$ 5,212,600.00 | \$ 291,953.19     | \$ (78,222.19)  |
| October      | \$ 4,834,161.59 | \$ 5,212,600.00 | \$ (378,438.41)   | \$ (456,660.60) |
| November     | \$ 6,293,210.34 | \$ 5,212,600.00 | \$ 1,080,610.34   | \$ 623,949.74   |
| December     | \$ 4,801,040.95 | \$ 5,212,600.00 | \$ (411,559.05)   | \$ 212,390.69   |
| January 2024 | \$ 4,958,805.42 | \$ 5,284,300.00 | \$ (325,494.58)   | \$ (113,103.89) |
| February     | \$ 5,183,440.21 | \$ 5,284,300.00 | \$ (100,859.79)   | \$ (213,963.68) |
| March        | \$ 6,030,065.36 | \$ 5,284,300.00 | \$ 745,765.36     | \$ 531,801.68   |
| April        | \$ 6,505,090.32 | \$ 5,816,101.68 | \$ 688,988.64     | \$ 1,220,790.32 |
| May          | \$ 6,507,291.77 | \$ 6,505,090.32 | \$ 2,201.45       | \$ 1,222,991.77 |
| June         | \$ 4,698,588.40 | \$ 5,284,300.00 | \$ (585,711.60)   | \$ (585,711.60) |
| July         | \$ 5,222,269.83 | \$ 5,529,000.00 | \$ (306,730.17)   | \$ (306,730.17) |
| August       | \$ 6,806,599.00 | \$ 5,529,000.00 | \$ 1,277,599.00   | \$ 1,277,599.00 |
| September    | \$ 5,108,803.72 | \$ 5,529,000.00 | \$ (420,196.28)   | \$ (420,196.28) |
| October      | \$ 5,370,401.93 | \$ 5,529,000.00 | \$ (158,598.07)   | \$ (158,598.07) |
| November     | \$ 6,530,861.25 | \$ 5,529,000.00 | \$ 1,001,861.25   | \$ 1,001,861.25 |
| December     | \$ 4,884,567.78 | \$ 5,529,000.00 | \$ (644,432.22)   | \$ (644,432.22) |
| January 2025 | \$ 6,453,754.80 | \$ 5,569,600.00 | \$ 884,154.80     | \$ 884,154.80   |
| February     | \$ 6,057,531.86 | \$ 5,569,600.00 | \$ 487,931.86     | \$ 487,931.86   |
| March        | \$ 5,962,534.78 | \$ 5,569,600.00 | \$ 392,934.78     | \$ 392,934.78   |
| April        | \$ 5,786,383.98 | \$ 5,569,600.00 | \$ 216,783.98     | \$ 216,783.98   |
| May          | \$ 8,943,910.34 | \$ 5,569,600.00 | \$ 3,374,310.34   | \$ 3,374,310.34 |
| June         | \$ 7,166,257.06 | \$ 5,569,600.00 | \$ 1,596,657.06   | \$ 1,596,657.06 |
| July         | \$ 6,153,533.46 | \$ 6,069,200.00 | \$ 84,333.46      | \$ 84,333.46    |
| August       | \$ 7,910,554.94 | \$ 6,069,200.00 | \$ 1,841,354.94   | \$ 1,841,354.94 |
| September    | \$ 6,689,348.23 | \$ 6,069,200.00 | \$ 620,148.23     | \$ 620,148.23   |
| October      | \$ 6,959,912.03 | \$ 6,069,200.00 | \$ 890,712.03     | \$ 890,712.03   |
| November     | \$ 6,689,348.23 | \$ 6,069,201.00 | \$ 620,147.23     | \$ 620,147.23   |

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

E = Estimate based on some actual information



**From:** Pinto, Chris <[cpinto@berkleyah.com](mailto:cpinto@berkleyah.com)>  
**Sent:** Tuesday, November 11, 2025 1:02 PM  
**To:** TREAS1 <[treas1@dudleyma.gov](mailto:treas1@dudleyma.gov)>  
**Subject:** RE: Hampshire Country GIT-Captive Solution

Hi Rich,

I recognized the Hampshire GIT is discussing alternative healthcare solutions for members to control costs. I wanted to follow up on my prior email to see if you or committee members would be open to a conversation on a captive strategy?

Let me know your thoughts when you have a moment.

Best,

Chris

Chris Pinto  
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Berkley Accident & Health  
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[cpinto@berkleyah.com](mailto:cpinto@berkleyah.com)

Insurance underwritten by:  
Berkley Life and Health Insurance Company | NAIC 64890  
StarNet Insurance Company | NAIC 40045



**From:** Pinto, Chris  
**Sent:** Friday, October 17, 2025 12:07 PM  
**To:** 'richc@dudleyma.gov' <[richc@dudleyma.gov](mailto:richc@dudleyma.gov)>  
**Subject:** Hampshire Country GIT-Captive Solution

Hi Rich,

Hope all is well. I am curious if Hampshire GIT and the executive committee has explored a Captive Solution for your members or would be open to exploring one as alternative strategy for your healthcare program? A Captive can provide more stability on your stop-

12-A



loss renewals while providing the same data transparency on claims vs transition back to a fully insured model at the mercy of the carrier.

Berkley has built over 50 exclusive/proprietary captive programs throughout the county for organizations. In addition, we could build in additional revenue for sustainability of the trust or to help off-set point solutions you choose to add that could manage cost and mitigation risk on prescriptions cost, analytics, or disease management, etc.

Let me know if you or other members of the committee would be open to a brief conversation to explore further? I could loop in members of our executive team if you would like or just have an informal discussion.

Thanks,

Chris

Chris Pinto  
Regional Sales Manager  
Berkley Accident & Health  
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Berkley Life and Health Insurance Company | NAIC 64890  
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12-B



**From:** Jeff Bastien <[Jeff@apexbenefitsonline.com](mailto:Jeff@apexbenefitsonline.com)>  
**Sent:** Thursday, November 20, 2025 7:45 AM  
**To:** TREAS1 <[treas1@dudleyma.gov](mailto:treas1@dudleyma.gov)>  
**Subject:** Insurance Advisory Services

Hi Rich - we just were referred by someone to reach out to see if there is an opportunity to support the Insurance Trust given what is going on with healthcare right now.

My agency has made some heavy investments in technology as well as AI to actually utilize the data available to us to move the needle in healthcare. Large consulting houses do this for their upmarket clients (5000+ employees), but typically reserve the tools because they are too expensive down market.

We are setting out to change that. Some examples of what we have done for clients attached - market analysis, steerage opportunity, and data-driven wellness initiatives with ROIs; as well as solutions to carve out GLP-1s, Fertility services etc. from plans while not sacrificing the actual benefit for employees.

Is there still time for us to submit a proposal? I know we are late to the game.

**Jeff Bastien**

*Executive Vice President & Founder*  
*Strategic Advisor, Employee Benefits*  
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