

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Executive Committee Meeting Notice and Agenda

January 22, 2020

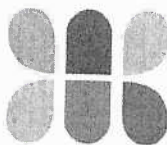
10:00 A.M.

Deerfield Town Hall, South Deerfield

Call to Order	RK
Approval of Minutes of October, 2019	RK
Financial Report (Vote) Month of December, 2019 Income & Expenses & Operating Expenses For Trust and Wellness Initiative	KK
Wellness Update	MK
BCBS Vision	HF
FY19 Audit	JS
Reinsurance Update FY19	JS
FY21 Rates (vote)	JS
Adjournment	RK

Meeting Schedule

Insurance Advisory Committee – January 22, 2020, 10:00 a.m., Deerfield Town Hall
Executive Committee – February 19, 2020, 9:00 a.m., 98 King Street
Executive Committee – March 18, 2020, 9:00 a.m., 98 King Street



HAMPSHIRE COUNTY
GROUP INSURANCE TRUST

TO: All Member Trust Units

RE: **Minutes of October 9, 2019**
Insurance Advisory Committee
Deerfield Town Hall

MEMBERS PRESENT:

Rebecca Herzog
Lisa Blackmer
Paula Harrison
Emily Russo
Deborah Frentzos
Joan Zuzgo
Cheryl Clark
Sues' Anne Jason
Ira Brezinsky
Dean Iacobucci
Lynn Sibley

Cathy Levreault
Donna Foglio
Barbara Hancock
Russ Kaubris
Allan Kidston
Denise Cashin
Megan Young
Paul McLatchy III
Michael Sullivan
Michelle Hill

Kathy Hannon
Leann Fanion
Richard Carmignani Jr.
Linda Gross
Maureen Humphrey
Sharon Strzegowski
Trish Barnes
Angelina Bragdon
Jennifer Day
Stephanie Douglass

OTHERS PRESENT:

Joseph Shea
Michele Komosa
Alyssa Magoffin

Karen Karowski
Heidi Fountain
Mildred Colon

Cynthia Smith
Bruce Turner

CALL TO ORDER

Chairman, Russ Kaubris, called the meeting to order at 10:03 a.m. with a quorum present of 77.68% of the weighted vote.

APPROVAL OF MINUTES

A motion to accept the minutes of July 17, 2019 was made by Michael Sullivan and seconded by Lisa Blackmer. The motion was carried unanimously.

FINANCIAL REPORT

Month of September 2019

Karen Karowski presented the Financial Report showing a starting cash balance for September of \$9,438,634.03 with a total monthly income of \$5,763,572.37. The monthly expenses totaled \$5,619,373.04 leaving a total net monthly income of \$144,199.33. The accounts receivable balance was \$516,120.64 which if paid on time would have left us with a balance of \$35,568,704.59.

Investments and CD's for September 2019

Karen also reported that the investments portfolio value was \$10,943,111.44 with a market change of \$105,766.93 leaving a total of \$11,048,878.37. Karen also reported a starting balance in CD's of \$9,813,132.07, leaving interest earned of \$19,251.97, with a balance of \$9,832,384.04.

On a motion by Paul McLatchy III, seconded by Lisa Blackmer, the financial report was approved unanimously.

WELLNESS UPDATE

Michele gave an update on the Wellness Initiative program:

- **Programs** – Requests for onsite seminars utilizing member's mini grant funds and the wellness credits are underway. Michele also provided information on Wellness Concepts Inc which hosts various onsite seminars offered thru BCBS. Seminars include disease prevention, nutrition education, stress management, sleep and ergonomics.
- **Fall Challenge** – This began September 23rd and runs to October 27th. There are approximately 400 participants.
- **AHealthyMe** – Registration and usage is up to just under 400 users.
- **HCGIT Website** – The new website, www.hcgit.org, includes a Wellness Initiative tab for access to all things wellness. Michele will keep it updated with newsletters, program information, forms, health facts/news/information, and registration links for Wellable and Ahealthyme. With the new website, Michele has cancelled subscriptions to Survey Monkey and Constant Contact.

For more information on any of these programs contact Michele Komosa by phone at 413-584-1300 ext 173 or email at mkomosa@hampshirecog.org.

BCBS UPDATES

Heidi Fountain from BCBS gave a presentation regarding two new programs that will begin January 1st, Rational Med and Step In. Both programs will be administered by Express Scripts (ESI) and are available at no additional cost to the Trust.

Rational Med is a program that combines medical, pharmacy, and laboratory data to create an integrated patient profile. Profiles are reviewed to identify gaps in care, adverse drug risks, help facilitate better coordination of care and help avoid omission of essential care. When a risk is identified, the member's doctor and pharmacist will be alerted by ESI.

Step In is a weight management program that engages members with diabetes, pre-diabetes, high blood pressure, and high cholesterol. Eligible members will receive direct notification of the program from ESI.

Heidi also reminded everyone that BCBS makes drug formulary changes to the active plans (HMO & PPO) twice a year (January 1st and July 1st). There will also be a couple drug formulary changes to the Medex plan eff 1/1/20. Any member affected by any drug formulary changes is always directly notified of the changes.

ANNUAL ELECTIONS

Joe stated all current Executive Committee members were running for reelection and then opened the floor for any new nominations. There were no new nominations.

On a motion by Michael Sullivan, seconded by Paul McLatchy III, it was voted with no new nominations to reelect all current Executive Committee members. This passed unanimously.

2020 MEETING CALENDAR

Joe distributed a meeting schedule for EC and IAC meetings thru FY2020.

2018 AND 2019 AUDITS

Joe reported the Trust's FY2018 audit was done in the summer and has now been finalized stating there were no concerns or suggestions from the auditors. Joe stated we will email this to all units and also post it on the website. Joe explained we were behind on getting this completed because of the status of separating from the HCOG. The auditors are scheduled to come back at the end of October to do the FY2019 audit.

HCOG/HCGIT UPDATES

Joe reported the HCOG unofficially closed 8/30/19. Joe explained the state approved funds to pay for the HCOG retiree's health insurance until they are able to be transferred to the GIC which is scheduled for January 1, 2020. Until then, Lydia King is the only active employee left as she is helping with the final stages of the HCOG closure including the GIC open enrollment and transfer of the retirees from the Trust coverage. To date we have continued to receive payment from the HCOG for the retiree's health insurance. Joe stated a bill was also filed with the state to cover the HCOG pension liabilities and to carve out the Trust as a standalone entity with the Hampshire County Retirement System. This is still being reviewed. Joe also explained he plans to begin reviewing options with Paragus to move the server or at least the Trust information from the existing HCOG server as further separation from the HCOG.

Russ Kaubris added that Joe along with the Executive Committee's guidance are working to create and revise Trust personnel policies and benefits now that we are no longer following the HCOG's procedures. Once concluded, this will be presented for review by the IAC.

2020 MEDEX RATE

Russ Kaubris explained at the last Executive Committee (EC) meeting, the EC reviewed and held a lengthy discussion regarding the various options Joe set forth for Medex changes to rates and benefits for 2020. The presented options included a minimal increase, leaving the rates flat or changing the prescription copays from \$5/10/25 to \$10/20/35 which would decrease the rate. Michael Sullivan noted the change in prescription copays would help bring them closer to the changes that were made to the active plans prescription copays.

On a motion by Richard Carmignani Jr., seconded by Lisa Blackmer, it was voted to adopt a monthly premium of \$337.00 for Medex 2 w/ PDP coverage based on a change in prescription copays to \$10/20/35. This was passed unanimously.

NEW BUSINESS

There was no new business to report at this time.

ADJOURNMENT

On a motion by Michael Sullivan, seconded by Lisa Blackmer it was voted to adjourn the meeting at 10:34 a.m. The motion carried unanimously.

Respectfully submitted,
Cynthia Smith

Meeting Schedule

Executive Committee	November 20, 2019	9:00 a.m.	98 King Street, Northampton
Executive Committee	December 18, 2019	9:00 a.m.	98 King Street, Northampton
Executive Committee	January 15, 2020	9:00 a.m.	98 King Street, Northampton
Insurance Advisory Comm.	January 22, 2020	10:00 a.m.	Deerfield Town Hall

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

INCOME AND EXPENSE REPORT

2019

ITEMS	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC
Starting Cash Balance	\$8,389,069.77	\$8,917,731.75	\$9,139,968.78	\$9,809,941.83	\$9,836,170.60	\$9,835,518.68	\$5,924,467.48	\$9,494,654.59	\$9,438,634.03	\$9,582,833.36	\$6,794,092.23	\$5,247,746.37
Adjustments												
Total Starting Balance	\$8,389,069.77	\$8,917,731.75	\$9,139,968.78	\$9,809,941.83	\$9,836,170.60	\$9,835,518.68	\$5,924,467.48	\$9,494,654.59	\$9,438,634.03	\$9,582,833.36	\$6,794,092.23	\$5,247,746.37
MONTHLY INCOME												
Total Premium Collected	6,077,920.61	5,785,571.98	6,242,875.41	5,712,566.76	6,033,505.92	1,717,380.76	9,278,866.11	6,939,633.43	5,782,915.94	5,886,132.11	5,056,512.60	7,211,091.43
Interest Income (MMDT)	3,443.89	3,187.16	3,512.55	4,047.50	3,706.58	3,482.24	4,160.61	3,527.51	3,698.66	2,759.26	1,796.34	2,365.19
Other Income or Adjustments		14,772.00						12,049.44	(23,042.23)	(10,637.79)	(10,815.29)	
BCBS SR Premium Collected												
TOTAL MONTHLY INCOME	6,081,364.50	5,803,531.14	6,246,387.96	5,716,614.26	6,037,212.50	1,720,863.00	9,283,026.72	6,955,210.38	5,763,572.37	5,878,253.58	5,047,493.65	7,213,456.62
MONTHLY EXPENSES												
BCBS Admin Cost (estimate)												
Claim Deposit	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00
Reinsurance (Ind.&Agg.)	106,143.43	105,891.95	105,985.68	105,992.62	105,769.68	105,662.07	126,571.40	126,103.32	106,726.45	122,974.15	126,173.97	125,718.65
BCBS Settlement					427,485.79		(44,374.19)	1,374,177.84			943,254.14	
Recon adjust w/Finance												
BCBS Sr Premium Paid												
Other Exp. & Claim Settlement	443,535.56	470,861.24	464,477.30	471,186.95	472,311.87	467,008.42	499,707.48	478,806.35	479,793.39	481,451.38	477,984.37	486,887.99
Total Plan Expenses	5,549,678.99	5,576,753.19	5,570,462.98	5,577,179.57	6,005,567.34	5,572,670.49	5,581,904.69	6,979,087.51	5,586,519.84	5,604,425.53	6,547,412.48	5,812,606.64
Total Unit Operating Expenses	3,023.53	4,540.92	5,951.93	113,205.92	32,297.08	59,243.71	130,934.92	32,143.43	32,853.20	62,569.18	46,427.03	36,776.42
TOTAL MONTHLY EXPENSES	5,552,702.52	5,581,294.11	5,576,414.91	5,690,385.49	6,037,864.42	5,631,914.20	5,712,839.61	7,011,230.94	5,619,373.04	5,666,994.71	6,593,839.51	5,849,383.06
TOTAL NET MONTHLY INCOME	528,661.98	222,237.03	669,973.05	26,228.77	(651.92)	(3,911,051.20)	3,570,187.11	(56,020.56)	144,199.33	211,258.87	(1,546,345.86)	1,564,073.56
BALANCE												
Cash Balance	8,917,731.75	9,139,968.78	9,809,941.83	9,836,170.60	9,835,518.68	5,924,467.48	9,494,654.59	9,438,634.03	9,582,833.36	9,794,092.23	5,247,746.37	6,811,819.93
Adjustments										(3,000,000.00)		
ENDING MONTHLY BALANCE	8,917,731.75	9,139,968.78	9,809,941.83	9,836,170.60	9,835,518.68	5,924,467.48	9,494,654.59	9,438,634.03	9,582,833.36	6,794,092.23	5,247,746.37	6,811,819.93

6.

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Fund And Investment Information

FUNDS	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC
Post Employee Ben. S.B.	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,267.50	112,368.26	113,179.02	113,180.40
Funding								810.76	810.76	810.76	810.76	774.76
Expenses								1,420.00	710.00		809.38	1,447.38
Total	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,876.74	112,267.50	112,368.26	113,179.02	113,180.40	112,507.78
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	4,287,873.69	4,310,715.36	4,331,277.03	4,354,118.70	4,376,960.37	4,399,801.96	4,399,801.96	4,403,551.96	4,405,426.96	4,444,801.96	4,444,801.96	4,444,801.96
Deposits	22,841.67	20,561.67	22,841.67	22,841.67	22,841.59		3,750.00	1,875.00	39,375.00			
Total Member Deposits	4,310,715.36	4,331,277.03	4,354,118.70	4,376,960.37	4,399,801.96	4,399,801.96	4,403,551.96	4,405,426.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96
Investments												
CD's	9,665,605.25	9,683,091.76	9,700,249.59	9,718,051.76	9,737,731.68	9,756,835.33	9,774,124.19	9,794,536.53	9,813,132.07	9,832,384.04	12,854,553.41	12,876,793.26
Deposit										3,000,000.00		
Interest	17,486.51	17,157.83	17,802.17	19,679.92	19,103.65	17,288.86	20,412.34	18,595.54	19,251.97	22,269.37	22,139.85	24,472.72
Balance	9,683,091.76	9,700,249.59	9,718,051.76	9,737,731.68	9,756,835.33	9,774,124.19	9,794,536.53	9,813,132.07	9,832,384.04	12,854,653.41	12,876,793.26	12,901,265.98
Portfolio Value	9,798,355.68	10,235,783.33	10,420,080.27	10,570,425.45	10,770,795.08	10,491,885.34	10,886,293.66	10,977,153.63	10,943,111.44	11,048,878.37	11,176,961.18	11,359,983.98
Deposit												
Interest	437,427.65	184,296.94	150,345.18	200,369.63	(278,909.74)	394,408.32	90,859.97	(34,042.19)	105,766.93	128,082.81	183,022.80	201,045.00
Market Change												
Total	10,235,783.33	10,420,080.27	10,570,425.45	10,770,795.08	10,491,885.34	10,886,293.66	10,977,153.63	10,943,111.44	11,048,878.37	11,176,961.18	11,359,983.98	11,561,028.98
Accounts Receivable	353,495.58	367,757.29	120,943.59	373,092.42	250,390.30	4,545,619.76	1,240,417.44	252,880.33	516,120.64	686,015.51	1,546,776.42	331,635.26
Total With Accounts Receivable	33,645,012.48	34,103,527.66	34,717,676.03	35,238,944.85	34,878,626.31	35,674,501.75	36,054,508.85	34,996,770.29	35,568,704.59	36,101,021.27	35,620,600.35	36,194,377.85

FISCAL YEAR 2020 OPERATING EXPENSES (July 1, 2019 to June 30, 2020)

[illegible]

ITEM CODE	BUDGET ITEMS	FY-2019		FY-2020	
		Budgeted 7/1/18-6/30/19		Budgeted 7/1/19-6/30/20	
6000	COMPUTER HARDWARE	1,000.00	-	20,000.00	
5420	COMPUTER SOFTWARE	-	-	-	
5420	COMPUTER SUPPLIES	-	-	500.00	
5650	DESK TOP Pcs	-	-	2,000.00	
5300	MSC PROF & TECH SERV--	10,000.00	2,639.40	18,000.00	
		11,000.00	2,639.40	40,500.00	
	TOTAL DATA PROCESSING		-		
			439.90	1,528.73	8,023.76
			439.90	219.95	3,148.76
				4,875.00	7,554.07
				5,724.00	5,724.00
				7,554.07	5,724.00
	TOTALS	555,555.00	504,455.03	614,045.00	341,704.18
			32,143.43	32,853.20	62,569.18
				46,427.03	36,776.42

1,308.78
4,875.00
17,086.68
23,270.46
341,704.18

TRANSACTION REPORT DEC FY-20

\$	5,247,746.37
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10.

DEC		Post Employee Benefits Fund	Starting Balance>>>>>>>>>>>>>>>>		\$	113,180.40
		Retiree Health & Life Ins.	1,447.38	774.76	\$	112,507.78
31		Total			\$	112,507.78
		PEOPLE'S UNITED				
DEC		Accrued Vacation & Sick Time Fund	Starting Balance>>>>>>>>>>>>>>>>		\$	31,317.96
					\$	31,317.96
31		Total			\$	31,317.96
		INVESTMENTS				
DEC		CD-(Florence Savings-15 mos.2.30%)			\$	3,353,650.88
31		CD-Interest (renewed 1/2/2019)		6,703.63	\$	3,360,354.51
31		Total			\$	3,360,354.51
DEC		CD-Easthampton Savings			\$	9,523,142.38
31		12 mos. @1.90		6,808.15	\$	9,529,950.53
31		12 mos. @2.4%		6,882.26	\$	9,536,832.79
31		12 mos. @2.4%		2,265.96	\$	9,539,098.75
31		12 mos. @1.90		1,812.72	\$	9,540,911.47
		Total			\$	9,540,911.47
DEC		Portfolio Value DEC 1, 2019			\$	11,359,983.98
		Additional Investment			\$	11,359,983.98
31		Investment Earnings/Loss		201,045.00	\$	11,561,028.98
		Total			\$	35,862,742.59

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

AS OF DECEMBER 31, 2019

TO AVOID LATE ASSESSMENT FEE
INVOICE MUST BE PAID BEFORE:
January 6, 2020

[illegible]

Hampshire County Group Insurance Trust IY-2019-2020 Plan Count

PLAN		2019												2020			
HMO BLUE		DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB	
H-Employee Only		523	529	534	527	533	541	539	541	539	539	545	553	550	548	552	
H-Employee + 1		352	351	347	345	343	345	345	365	362	364	356	360	358	357	359	
H-Family		568	564	564	567	569	563	562	577	575	576	584	584	583	580	571	
Total H HMO		1443	1444	1445	1439	1445	1449	1446	1483	1476	1479	1485	1497	1491	1485	1482	
F-Employee Only		691	699	700	703	701	699	697	686	683	680	685	689	688	697	695	
F-Employee + 1		407	402	401	404	402	400	401	409	402	394	381	375	377	378	377	
F-Family		681	681	677	677	677	674	672	679	683	680	691	693	690	689	692	
Total F HMO		1779	1782	1778	1784	1780	1773	1770	1774	1768	1754	1757	1757	1755	1764	1764	
Total Employee Plans		1214	1228	1234	1230	1234	1240	1236	1227	1222	1219	1230	1242	1238	1245	1247	
Total Employee + 1		759	753	748	749	745	745	746	774	764	758	737	735	735	735	736	
Total Family Plans		1249	1245	1241	1244	1246	1237	1234	1256	1258	1256	1275	1277	1273	1269	1263	
Total H&F HMO Plans		3222	3226	3223	3223	3225	3222	3216	3257	3244	3233	3242	3254	3246	3249	3246	

BLUE CARE ELECT PREFERRED (PPO)		180	179	177	177	176	177	178	181	181	179	188	189	183	183	183
H-Employee Only		254	251	251	252	252	252	251	247	244	240	238	238	236	236	236
H-Family		434	430	428	429	428	429	429	428	425	419	426	427	419	419	419
Total H PPO		103	104	105	103	103	103	106	112	109	106	108	114	114	111	112
F-Employee Only		112	109	109	109	110	110	110	113	116	115	120	122	121	119	122
F-Family		215	213	214	212	213	213	216	225	225	221	228	236	235	230	234
Total F PPO		283	283	282	280	279	280	284	293	290	285	296	303	297	294	295
Total Employee Plans		366	360	360	361	362	362	361	360	360	355	358	360	357	355	358
Total Family Plans		649	643	642	641	641	642	645	653	650	640	654	663	654	649	653

MEDEX		1197	1202	1200	1198	1201	1201	1208	1220	1231	1230	1229	1226	1232	1192	1194
H-Employee Only		1151	1160	1168	1170	1172	1173	1177	1183	1194	1200	1201	1206	1204	1216	1220
F-Employee Only		2348	2362	2368	2368	2373	2374	2385	2403	2425	2430	2430	2432	2436	2408	2414

TOTAL - All Plans		6219	6231	6233	6232	6239	6238	6246	6313	6319	6303	6326	6349	6336	6306	6313
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Hampshire County Group Insurance Trust

Claim Payments - April 2011 To Present

	CLAIMS		AMOUNT PAID		VARIANCE	CUMULATIVE VAR.
2016 Jan	\$ 6,317,629.42	A	\$ 4,574,800.00	A	\$ 1,742,829.42	\$ (26,151.01)
Feb	\$ 3,854,196.01	A	\$ 4,574,800.00	A	\$ (720,603.99)	\$ (746,755.00)
March	\$ 4,528,228.12	A	\$ 4,574,800.00	A	\$ (46,571.88)	\$ (793,326.88)
April	\$ 6,205,953.06	A	\$ 4,847,100.00	A	\$ 1,358,853.06	\$ 565,526.18
May	\$ 4,546,836.43	A	\$ 4,568,600.00	A	\$ (21,763.57)	\$ 543,762.61
June	\$ 4,037,263.44	A	\$ 4,568,600.00	A	\$ (531,336.56)	\$ 12,426.05
July	\$ 5,044,390.85	A	\$ 4,568,600.00	A	\$ 475,790.85	\$ 488,216.90
August	\$ 4,615,270.49	A	\$ 4,568,600.00	A	\$ 46,670.49	\$ 534,887.39
September	\$ 5,393,378.34	A	\$ 4,568,600.00	A	\$ 824,778.34	\$ 1,359,665.73
October	\$ 3,213,342.52	A	\$ 4,568,600.00	A	\$ (1,355,257.48)	\$ 4,408.25
November	\$ 3,769,413.70	A	\$ 4,568,600.00	A	\$ (799,186.30)	\$ (794,778.05)
December	\$ 5,412,781.89	A	\$ 4,568,600.00	A	\$ 844,181.89	\$ 49,403.84
2017 Jan	\$ 4,369,459.10	A	\$ 4,614,300.00	A	\$ (244,840.90)	\$ (195,437.06)
February	\$ 4,224,033.88	A	\$ 4,614,300.00	A	\$ (390,266.12)	\$ (585,703.18)
March	\$ 5,425,612.68	A	\$ 4,614,300.00	A	\$ 811,312.68	\$ 225,609.50
April	\$ 3,937,343.78	A	\$ 4,614,300.00	A	\$ (676,956.22)	\$ (451,346.72)
May	\$ 4,449,446.02	A	\$ 4,614,300.00	A	\$ (164,853.98)	\$ (616,200.70)
June	\$ 5,149,211.18	A	\$ 4,614,300.00	A	\$ 534,911.18	\$ (81,289.52)
July	\$ 4,846,901.35	A	\$ 4,614,300.00	A	\$ 232,601.35	\$ 151,311.83
Aug	\$ 5,075,129.47	A	\$ 4,614,300.00	A	\$ 460,829.47	\$ 612,141.30
Sept	\$ 5,093,190.74	A	\$ 4,614,300.00	A	\$ 478,890.74	\$ 1,091,032.04
Oct	\$ 3,107,039.21	A	\$ 4,614,300.00	A	\$ (1,507,260.79)	\$ (416,228.75)
Nov	\$ 4,834,990.20	A	\$ 4,614,300.00	A	\$ 220,690.20	\$ (195,538.55)
Dec	\$ 5,159,544.72	A	\$ 4,614,300.00	A	\$ 545,244.72	\$ 349,706.17
2018 Jan	\$ 4,286,736.71	A	\$ 4,635,000.00	A	\$ (348,263.29)	\$ 1,442.88
Feb	\$ 4,849,271.14	A	\$ 4,614,300.00	A	\$ 234,971.14	\$ 236,414.02
Mar	\$ 5,402,471.81	A	\$ 4,635,000.00	A	\$ 767,471.81	\$ 1,003,885.83
April	\$ 3,320,986.14	A	\$ 5,000,000.00	A	\$ (1,679,013.86)	\$ (675,128.03)
May	\$ 4,842,441.31	A	\$ 5,000,000.00	A	\$ (157,558.69)	\$ (832,686.72)
June	\$ 5,185,651.60	A	\$ 5,000,000.00	A	\$ 185,651.60	\$ (647,035.12)
July	\$ 4,422,144.08	A	\$ 5,000,000.00	A	\$ (577,855.92)	\$ (1,224,891.04)
August	\$ 5,849,127.14	A	\$ 5,000,000.00	A	\$ 849,127.14	\$ (375,763.90)
September	\$ 4,241,277.55	A	\$ 5,000,000.00	A	\$ (758,722.45)	\$ (1,134,486.35)
October	\$ 5,696,290.48	A	\$ 5,000,000.00	A	\$ 696,290.48	\$ (438,195.87)
November	\$ 5,837,423.17	A	\$ 5,000,000.00	A	\$ 837,423.17	\$ 399,227.30
December	\$ 4,350,290.11	A	\$ 5,000,000.00	A	\$ (649,709.89)	\$ (250,482.59)
January	\$ 4,743,800.39	A	\$ 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		\$ 5,000,000.00		\$ 242,909.22	\$ 1,374,177.84
July	\$ 3,462,952.74		\$ 5,000,000.00		\$ (1,537,047.26)	\$ (162,869.42)
August	\$ 5,939,797.85		\$ 5,000,000.00		\$ 939,797.85	\$ 776,928.43
September	\$ 5,166,325.71		\$ 5,000,000.00		\$ 166,325.71	\$ 943,254.14
October	\$ 4,136,764.22		\$ 5,000,000.00		\$ (863,235.78)	\$ 80,018.36
November	\$ 5,655,235.07		\$ 5,000,000.00		\$ 655,235.07	\$ 735,253.43
December	\$ 5,125,066.32		\$ 5,000,000.00		\$ 125,066.32	\$ 860,319.75

MANAGEMENT'S DISCUSSION AND ANALYSIS

As management of the Hampshire County Group Insurance Trust (the Trust), we offer readers this narrative overview and analysis of the financial activities of the Trust for the fiscal year ended June 30, 2019.

A. OVERVIEW OF THE FINANCIAL STATEMENTS

This discussion and analysis is intended to serve as an introduction to the Hampshire County Group Insurance Trust's basic financial statements. The basic financial statements include: (1) the Statement of Net Position, (2) the Statement of Revenues, Expenses and Changes in Net Position, (3) the Statement of Cash Flows, and (4) Notes to the financial statements.

The Statement of Net Position presents information on all assets, liabilities, and deferred outflows/inflows with the difference reported as net position. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position is improving or deteriorating.

The Statement of Revenues, Expenses and Changes in Net Position summarizes our operating results and the change in net position for the fiscal year.

The Statement of Cash Flows provides information about the cash receipts and cash payments during the accounting period. It also provides information about the investing activities for the same period.

The Notes provide additional information that is essential to a full understanding of the data provided in the financial statements.

B. FINANCIAL HIGHLIGHTS

As of the close of the current fiscal year, the total of assets and deferred outflows exceeded liabilities and deferred inflows by \$24,576,094 (i.e., net position), a change of \$2,834,238 in comparison to the prior year.

The following is a summary of net position for the current and prior fiscal years:

NET POSITION

	<u>2019</u>	<u>2018</u>
Current and other assets	\$ 35,633,906	\$ 31,146,413
Deferred outflows	124,315	65,120
Current liabilities	10,077,257	8,456,602
Noncurrent liabilities	<u>1,072,249</u>	<u>945,557</u>
Total Liabilities	11,149,506	9,402,159
Deferred inflows	<u>32,621</u>	<u>67,518</u>
Unrestricted Net Position	<u>\$ 24,576,094</u>	<u>\$ 21,741,856</u>

CHANGES IN NET POSITION

	<u>2019</u>	<u>2018</u>
Operating revenues	\$ 70,965,251	\$ 68,427,024
Operating expenses	<u>(68,932,977)</u>	<u>(65,250,500)</u>
Operating Income	2,032,274	3,176,524
Nonoperating revenues	<u>801,964</u>	<u>307,216</u>
Change in Net Position	2,834,238	3,483,740
Net Position - Beginning of Year	<u>21,741,856</u>	<u>18,258,116</u>
Net Position - End of Year	<u>\$ 24,576,094</u>	<u>\$ 21,741,856</u>

REQUESTS FOR INFORMATION

This financial report is designed to provide a general overview of the Hampshire County Group Insurance Trust's finances for all those with an interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to:

Mr. Joseph Shea, Director
Hampshire County Group Insurance Trust
98 King Street
Northampton, MA 01060

Stop Loss Claim Reimbursement Report

Stop Loss

FINANCIAL SERVICES

An American Group Company

Group Name: Hampshire County Group Insurance Trust
 Policy Period: 7/1/2018 - 6/30/2019
 Carrier: Gerber Life Insurance Company
 Key Contact: B.R. Fox - John Garrish

Specific Deductible: \$275,000.00
 Contract Terms: 12/24
 TPA: BCBS,MA
 Corridor: \$400,000.00 NAMED MEMBERS ONLY

Claimant	Relation	Date Filed	Detail Filed	Requested	Date Received	Check #	Amount Received	Amount Due	Denied / Overpaid	Corridor	Details	Enrollment	Work Status	COB
	Subscriber	2/26/19	\$301,655.97	\$26,655.97	3/14/19	ACH	\$26,655.97	\$0.00	\$0.00	\$0.00		submitted 2/26/19	N/A	N/A
		3/25/19	\$7,103.92	\$7,103.92	5/7/19	ACH	\$7,103.92							
		4/30/19	\$2,524.67	\$2,524.67	5/7/19	ACH	\$2,524.67							
		5/15/19	\$144.24	\$144.24	5/28/19	ACH	\$144.24							
		6/19/19	\$4,027.10	\$4,027.10	7/10/19	ACH	\$4,027.10							
Claimant Total:			\$315,455.90	\$40,455.90			\$40,455.90	\$0.00	\$0.00	\$0.00				
	Subscriber	4/30/19	\$297,538.06	\$22,538.06	5/7/19	ACH	\$22,538.06					submitted 4/30/19	N/A	N/A
		5/15/19	\$28,746.06	\$28,746.06	5/28/19	ACH	\$28,746.06							
		6/19/19	\$40,347.09	\$40,347.09	7/10/19	ACH	\$40,347.09							
		7/16/19	\$15,389.69	\$15,389.69	9/4/19	ACH	\$15,389.69							
		8/28/19	\$2,153.95	\$2,153.95	10/1/19	ACH	\$2,153.95							
		11/25/19	\$13.60	\$13.60	12/17/19	ACH	\$13.60							
Claimant Total:			\$384,188.45	\$109,188.45			\$109,188.45	\$0.00	\$0.00	\$0.00				
	Subscriber	4/30/19	\$290,416.90	\$15,416.90			\$15,416.90					submitted 6/19/19	N/A	N/A
		7/16/19	\$12,175.52	\$12,175.52			\$12,175.52							
		8/28/19	\$6,345.52	\$6,345.52			\$6,345.52							
		10/30/19	-\$491.46	-\$491.46			-\$491.46							
		11/25/19	-\$491.46	-\$491.46			-\$491.46							
Claimant Total:			\$307,955.02	\$0.00			\$0.00	\$0.00	\$0.00	\$32,955.02				
	Dependent	7/16/19	\$278,302.80	\$3,302.80	9/4/19	ACH	\$3,302.80					submitted 7/16/19	N/A	submitted 7/16/19
		8/28/19	\$669.60	\$669.60	10/1/19	ACH	\$669.60							
		10/3/19	\$1,208.00	\$1,208.00	1/3/20	ACH	\$1,208.00							
Claimant Total:			\$280,180.40	\$5,180.40			\$5,180.40	\$0.00	\$0.00	\$0.00				
	Spouse	10/30/19	\$321,959.82	\$46,959.82	1/3/20	ACH	\$46,959.82					submitted 10/30/19	N/A	submitted 10/30/19
Claimant Total:			\$321,959.82	\$46,959.82			\$46,959.82	\$0.00	\$0.00	\$0.00				
COMBINED TOTAL:			\$1,609,739.59	\$201,784.57			\$201,784.57	\$0.00	\$0.00	\$32,955.02				
								Corridor Remaining: \$367,044.98						

Based on BCBS claims paid through November 2019

** All claims data reported by SLIS is based upon the accuracy of data received from plan administrators. SLIS is not responsible for inaccuracies or errors in administrator data.

Reinsurance Prem Paid = \$1,270,890
 Prior Year Reins Prem Paid = \$1,872,000

		Current		Working Rate **	% Increase	Executive Committee Recommendation
		Rate				
HMO	Single	633.26		676.65	6.9%	0%
	+1	1,474.70		1,575.93	6.9%	0%
	Family	1,817.88		1,953.81	7.5%	0%
PPO	Single	729.84		734.52	0.6%	0%
	Family	1,993.26		2,011.74	0.9%	0%

** does not take into account Reinsurance Premium