

# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Insurance Advisory Committee

Meeting Notice and Agenda

April 13, 2022

10:00 A.M.

Via ZOOM Teleconference

|                                                                             |       |
|-----------------------------------------------------------------------------|-------|
| Call to Order                                                               | RK    |
| Approval of Minutes of January 2022                                         | RK    |
| Financial Report (Vote)                                                     | JS    |
| Month of March 2022                                                         |       |
| Income & Expenses & Operating Expenses<br>For Trust and Wellness Initiative |       |
| Wellness Update                                                             | MK    |
| CVS Covid Test Kit, Reimbursement                                           | JS    |
| Reinsurance                                                                 | JS    |
| Administrative – Jessica Hebert, Leave of Absence, Meetings                 | JS/CS |
| EC Open Position (Vote)                                                     | JS    |
| Open Enrollment – FY2023                                                    | JS/JG |
| Adjournment                                                                 | RK    |

## Meeting Schedule

Executive Committee – May 11, 2022, 9:00 a.m., via Zoom

Executive Committee – June 15, 2022, 9:00 a.m., via Zoom

Insurance Advisory Committee – July 20, 2022, 10:00 a.m., TBD

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Joseph Shea is inviting you to a scheduled Zoom meeting.

Join Zoom Meeting

<https://us02web.zoom.us/j/85357719826?pwd=VlNrQ2dsQlJOOUhGMVBEB0M0dW5XQT09>

Meeting ID: 853 5771 9826

Passcode: 644169

One tap mobile

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# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

98 KING STREET  
NORTHAMPTON, MA 01060

TO: All Member Trust Units

RE: **Minutes of January 26, 2022**  
Insurance Advisory Committee  
Via Zoom Teleconference

## **MEMBERS PRESENT:**

|                  |                     |                    |
|------------------|---------------------|--------------------|
| Julie Wonkka     | Catherine Levreault | Lisa Banner        |
| Lisa Blackmer    | Marguerite Willis   | Ashley Obrzut      |
| Kathe Warden     | Meg McWherter       | Leann Fanion       |
| Paula Harrison   | Jan Warner          | Allan Kidston      |
| Sarah Kimball    | Rich Carmignani Jr. | Emily Russo        |
| Jennifer Eichorn | Russ Kaubris        | Linda Gross        |
| Shelley Poreda   | Deborah Kuhn        | Christopher Martin |
| Maureen Humphrey | Joan Zuzgo          | Mary Baronas       |
| Patricia Cotton  | Linda Blodgett      | Ryan Mailloux      |
| Eileen Seymour   | Gabriele Voelker    | Jessalyn Zaykoski  |
| Michele Turner   | Sues' Anne Jason    | Terry Green        |
| Angelina Bragdon | Terie Fluery        | Barbara Miller     |
| Heather Rock     | Donna Whiteley      | Jennifer Day       |
| Irene Houle      | Michelle Hill       | Mildred Colon      |
| Lynn Sibley      |                     |                    |

## **OTHERS PRESENT:**

|                 |               |                 |
|-----------------|---------------|-----------------|
| Joseph Shea     | Cynthia Smith | Diane Sexton    |
| Heidi Fountain  | Bob Knowles   | Bernard Edwards |
| Amber Robidoux  | Mary Houle    | Gloria Congram  |
| Michelle Parent | Sue Plouffe   |                 |

## **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.

Before beginning the meeting, Chairman Russ Kaubris reminded folks that the Trust was formed under MGL Chapter 32B. He stated we are a self-insured Trust which means we set our own premium rates and benefit plan designs, which will be discussed and voted on at today's meeting.

③

Chairman Russ Kaubris called the meeting to order at 10:09 a.m. with a roll call that presented a quorum of 96.63% of the weighted vote.

### **APPROVAL OF MINUTES**

Chairman Russ Kaubris requested that the minutes of October 6, 2021 be approved by unanimous consent, all were in favor.

### **FINANCIAL REPORT**

#### **Month of December 2021**

The Financial Report showed a starting cash balance for December of \$5,612,597.52 with a total monthly income of \$5,996,954.75. The monthly expenses totaled \$5,202,902.95 leaving a total net monthly income of \$794,051.80. The accounts receivable balance was \$684,908.83 which if paid on time would have left us with a balance of \$41,947,363.98.

#### **Investments and CD's for December 2021**

The investments portfolio value was \$13,700,043.20 with a market change of \$414,060.89 leaving a total of \$14,114,104.09. The starting balance in CD's was \$16,168,374.52, with interest earned of \$4,119.89 leaving a balance of \$16,172,494.41.

Joe also stated our transition to the cloud has been completed. The next thing we will begin working on is updating the billing system.

Chairman Russ Kaubris requested that the financial report be approved by unanimous consent, all were in favor.

### **WELLNESS UPDATE**

Joe gave an update on the Wellness Initiative program:

- **Participation** – There has been an increase in participation lately. Units were reminded to share information with employees and encourage participation in our wellness offerings.
- **Online Classes** – The virtual cooking classes and seminars that have been offered are well attended.

For more information on any wellness programs contact Michele Komosa via email at [michelek@hcgut.org](mailto:michelek@hcgut.org).

### **COVID IMPACTS**

Joe reported the government just mandated insurance companies to cover covid test kits. All test kits will be covered under our prescription coverage with CVS Caremark. Since this is so new, information is still coming out on how this will be processed at the consumer level.

### **MEDICAL COVERAGE REVIEW**

Joe stated when we carved out the prescription coverage from BCBS, our administration fees with BCBS went up. We reached out to John Garrish to do an analysis and RFP on our medical coverage to see what else is out there. We received competitive quotes from Cigna and Aetna – who both had much lower administrative fees. Joe explained while the quotes were based on similar coverage, we would need to do more extensive research to compare our exact coverage with the competitors to see just how comparable they are.

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Russ explained this would be a long process and the Executive Committee is doing their due diligence on it. Russ suggested that units begin reviewing their employee contracts now to start removing the BCBS name and change the language to be more universal for the employer and Trust should the provider be changed at a later time.

#### **EXECUTIVE COMMITTEE OPENING**

Joe explained there is an opening on the Executive Committee for a representative of a member town under 5,000 as Lisa Blackmer from Buckland has left her position. There were no nominations made for a replacement at this time. This has been tabled until the next IAC meeting.

#### **LIFE INSURANCE RATE RENEWAL**

Joe stated the life insurance offered thru Boston Mutual is up for renewal. Boston Mutual has agreed to renew for 2 more years at the current rate. This is a voluntary coverage that not all units participate in.

On a motion by Rich Carmignani Jr, seconded by Julie Wonkka, it was voted to renew the Life and ADD coverage with Boston Mutual for an additional 2 years with no change to rate/premium. A rollcall vote was taken with all in favor.

#### **FY RATE RECOMMENDATION DISCUSSION**

Joe explained it is hard to project out a year ahead for claims, especially with covid, but because we're setting rates so far in advance for everyone's budgeting purposes, we are attempting to project out an additional 6 months. It seems other similar entities are looking at possibly raising their rates up to 7.5%. The Executive Committee has recommended that the Trust maintain the current rates and benefits, unchanged for FY2023.

On a motion by Barbara Miller, seconded by Michelle Hill, it was voted to maintain the current rates and benefits, unchanged for FY2023. This was followed by a roll call vote with all in favor.

#### **ADMINISTRATIVE**

##### **1099HC**

Joe explained all members enrolled in the HMO and PPO plans should have received two separate 1099 mailings from BCBS. The first covered January 1 to June 30, 2021 and the second covered July 1 to December 31, 2021. This was because of the change in our prescription provider to CVS Caremark. Both 1099's together should show a full year of coverage for members.

##### **Medicare/Medex**

Joe stated there have been numerous complaints and problems with members obtaining their Medicare information timely. It seems there is an issue with communication to members for members to be educated on what is required of them and when for their insurance coverage to continue. Joe reminded everyone that members receive direct mailings from SSA and BCBS when they are reaching age 65, as well as units receiving tracking reports from the Trust as a courtesy notification. Members should be applying for Medicare 3 months prior to the month they need to obtain it.

**ADJOURNMENT**

Chairman Russ Kaubris requested to adjourn the meeting at 11:28 a.m. by unanimous consent, all were in favor.

Respectfully submitted,  
Cynthia Smith

**Meeting Schedule**

Executive Committee – February 16, 2022, 9:00 a.m., via ZOOM

Executive Committee – March 16, 2022, 9:00 a.m., via ZOOM

Insurance Advisory Committee – April 13, 2022, 10:00 a.m., via ZOOM

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# HAMPSHIRE COUNTY GROUP INSURANCE TRUST

## INCOME AND EXPENSE REPORT

| ITEMS                         | APR            | MAY            | JUNE           | JULY           | AUGUST         | SEPT           | OCT            | NOV            | DEC            | JAN            | FEB            | MAR            |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Starting Cash Balance         | \$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 | \$6,406,649.32 | \$5,447,201.46 | \$3,769,543.90 |
| Adjustments                   |                |                |                |                |                |                |                |                |                |                |                |                |
| Total Starting Balance        | \$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 | \$6,406,649.32 | \$5,447,201.46 | \$3,769,543.90 |
| MONTHLY INCOME                |                |                |                |                |                |                |                |                |                |                |                |                |
| Total Premium Collected       | 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   | 5,996,393.80   | 5,540,504.06   | 5,891,346.12   | 6,425,161.63   |
| Interest Income (MMDT)        | 799.90         | 786.35         | 888.54         | 786.38         | 787.96         | 633.39         | 562.44         | 611.54         | 560.95         | 617.92         | 325.92         | 207.49         |
| Other Income or Adjustments   |                |                |                |                |                |                |                |                |                |                |                | 1,445.20       |
| BCBS SR Premium Collected     |                |                |                |                |                |                |                |                |                |                |                |                |
| TOTAL MONTHLY INCOME          | 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   | 5,996,954.75   | 5,541,121.98   | 5,891,672.04   | 6,426,814.32   |
| MONTHLY EXPENSES              |                |                |                |                |                |                |                |                |                |                |                |                |
| BCBS Admin Cost (estimate)    |                |                |                |                |                |                |                |                |                |                |                |                |
| Claim Deposit                 | 5,072,300.00   | 5,072,300.00   | 5,072,300.00   | 4,986,200.00   | 4,503,600.00   | 4,503,600.00   | 4,503,600.00   | 4,503,600.00   | 4,503,600.00   | 4,519,500.00   | 4,519,500.00   | 4,519,500.00   |
| Reinsurance (incl.&App.)      | 175,487.65     | 175,369.13     | 175,540.89     |                | 374,928.01     | 186,090.46     | 186,802.41     | 186,059.38     | 179,040.56     | 189,143.17     | 2,938.92       | (160,749.76)   |
| BCBS Settlement               |                |                |                |                | 973,019.80     |                |                |                |                |                | 797,590.59     |                |
| Recon adjust w/Finance        |                |                |                |                |                |                |                |                |                |                |                |                |
| BCBS Sr Premium Paid          |                |                |                |                |                |                |                |                |                |                |                |                |
| Other Exp. & Claim Settlement | 445,796.20     | 450,205.12     | 448,178.59     | 1,209,926.18   | 1,583,479.35   | 1,675,540.76   | 1,758,191.95   | 1,876,716.43   | 486,702.17     | 1,749,169.86   | 2,207,343.88   | 390,914.99     |
| Total Plan Expenses           | 5,693,583.85   | 5,697,874.25   | 5,696,019.48   | 6,166,126.18   | 7,435,027.16   | 6,385,231.22   | 6,448,594.36   | 6,569,375.81   | 5,169,342.73   | 6,457,813.03   | 7,527,373.39   | 4,749,665.23   |
| Total Unit Operating Expenses | 38,868.21      | 33,004.95      | 38,431.43      | 175,502.65     | 32,763.82      | 54,626.89      | 38,434.58      | 40,880.54      | 33,560.22      | 42,756.81      | 41,956.21      | 59,274.27      |
| TOTAL MONTHLY EXPENSES        | 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   | 5,202,902.95   | 6,500,569.84   | 7,569,329.60   | 4,808,939.50   |
| TOTAL NET MONTHLY INCOME      | 662,889.14     | (1,482,585.31) | (2,010,691.20) | 2,789,975.58   | (2,052,877.93) | (1,135,201.35) | (183,309.75)   | 153,259.82     | 794,051.80     | (959,447.86)   | (1,677,657.56) | 1,617,874.82   |
| BALANCE                       |                |                |                |                |                |                |                |                |                |                |                |                |
| Cash Balance                  | 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   | 6,406,649.32   | 5,447,201.46   | 3,769,543.90   | 5,387,418.72   |
| Adjustments                   |                |                |                |                |                |                |                |                |                |                |                |                |
| ENDING MONTHLY BALANCE        | 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   | 6,406,649.32   | 5,447,201.46   | 3,769,543.90   | 5,387,418.72   |

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# **HAMPSHIRE COUNTY GROUP INSURANCE TRUST** Fund And Investment Information

| FUNDS                          | APR           | MAY           | JUNE          | JULY          | AUGUST        | SEPT          | OCT           | NOV           | DEC           | JAN           | FEB           | MAR           |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Post Employee Ben. S.B.        | 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     | 93,087.41     | 93,208.79     | 92,372.51     |
| Funding                        | 971.31        | 971.31        |               | 957.66        | 1,915.32      | 957.66        |               | 1,915.32      |               | 1,915.32      | 957.66        | 957.66        |
| Expenses                       | 1,655.85      | 1,807.59      | 1,807.59      | 1,793.94      | 1,793.94      | 1,793.94      | 1,793.94      | 1,793.94      | 1,793.94      | 1,793.94      | 1,793.94      | 1,932.03      |
| Total                          | 100,748.96    | 99,912.68     | 98,105.09     | 97,268.81     | 97,390.19     | 96,553.91     | 94,759.97     | 94,881.35     | 93,087.41     | 93,208.79     | 92,372.51     | 91,398.14     |
| 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  |
| OPEB Trust                     |               |               |               |               |               |               |               |               |               |               |               |               |
| Interest                       |               |               |               |               |               |               |               |               |               |               |               |               |
| OPEB Trust                     |               |               |               |               |               |               |               |               |               |               |               |               |
| Investments                    |               |               |               |               |               |               |               |               |               |               |               |               |
| CD's                           | 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 | 16,172,494.41 | 16,176,623.13 | 16,180,353.51 |
| Deposit                        |               |               |               |               |               |               |               |               |               |               |               |               |
| Interest                       | 4,851.75      | 3,592.21      | 4,135.10      | 3,760.30      | 4,170.56      | 3,945.28      | 3,814.86      | 4,210.65      | 4,119.89      | 4,128.72      | 3,730.38      | 4,131.05      |
| Balance                        | 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 | 16,172,494.41 | 16,176,623.13 | 16,180,353.51 | 16,184,484.56 |
| Portfolio Value                | 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 | 14,114,104.09 | 13,614,298.25 | 13,328,146.83 |
| Deposit                        |               |               |               |               |               |               |               |               |               |               |               |               |
| Interest                       |               |               |               |               |               |               |               |               |               |               |               |               |
| Market Change                  | 259,276.68    | 167,305.99    | 119,975.48    | 168,567.32    | 177,509.88    | (454,732.08)  | 404,284.20    | (140,214.48)  | 414,060.89    | (499,805.84)  | (286,151.42)  | 154,345.03    |
| Total                          | 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 | 14,114,104.09 | 13,614,298.25 | 13,328,146.83 | 13,482,491.86 |
| Accounts Receivable            | 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    | 684,908.83    | 1,042,310.64  | 1,064,570.63  | 502,165.64    |
| Total With Accounts Receivable | 43,915,691.87 | 44,260,945.17 | 44,509,727.11 | 44,158,137.61 | 42,896,462.25 | 41,731,171.79 | 41,597,620.92 | 40,808,476.79 | 41,947,363.98 | 40,849,762.19 | 39,211,127.03 | 40,424,200.49 |



# **HAMPSHIRE COUNTY GROUP INSURANCE TRUST**

FISCAL YEAR 2020 OPERATING EXPENSES (July 1, 2021 to June 30, 2022)

| ITEM CODE             | BUDGET ITEMS          | FY2020 Budgeted |          | FY-2021 Budgeted |            | FY-2022 Budgeted |           | July      | August    | September | October   | November  | December  | January   | February | March |
|-----------------------|-----------------------|-----------------|----------|------------------|------------|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-------|
|                       |                       | 7/1/19-6/30/20  | 7-1/6-30 | 7-1/6-30         | 7-1/6-30   | 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 | 21,539.08 | 21,568.99 | 21,671.78 | 35,744.73 |          |       |
| 5145                  | LONGEVITY             | 575.00          |          | 4,000.00         | 5,000.00   |                  |           |           |           |           |           |           |           |           |          |       |
| 5130                  | OVERTIME              |                 |          | -                | -          |                  |           |           |           |           |           |           |           |           |          |       |
| 5120                  | TEMP EMPLOYEE SAL     |                 |          | -                | -          |                  |           |           |           |           |           |           |           |           |          |       |
| 481                   | FICA (.082)           |                 |          | -                | -          |                  |           |           |           |           |           |           |           |           |          |       |
| 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  | 2,557.02  | 2,557.02  | 2,557.02  | 3,713.18  |          |       |
| 5189                  | EMP ASST. PROG EAP    |                 |          | -                | -          |                  |           |           |           |           |           |           |           |           |          |       |
| 5184                  | HEALTH INSURANCE      | 40,000.00       |          | 42,500.00        | 59,500.00  | 5,003.85         | 5,003.85  | 5,003.85  | 5,003.85  | 5,003.85  | 5,003.85  | 5,003.85  | 5,003.85  | 5,003.85  |          |       |
| 5185                  | LIFE INSURANCE        | 320.00          |          | 320.00           | 350.00     | 21.30            | 21.30     | 28.40     | 28.40     | 28.40     | 28.40     | 28.40     | 28.40     | 28.40     |          |       |
| 5189                  | LINEUP 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 | 29,128.35 | 29,158.26 | 29,261.05 | 44,490.16 |          |       |

| ITEM CODE           | BUDGET ITEMS               | FY2020 Budgeted |          | NON SALARY EXP 7/1/19-6/30/20 | ADM. CONT. SERVICES (R&RP) | Rent     | Parking   | ADM. CONT. SERVICES (A&R) | LEGAL    | TELEPHONE/INTERNET | FOOD SUPPLIES | OFFICE & COMPUTER SUPPLI | MSG. EXPENSES | NEWSPAPER/MAGS/BOOKS | POSTAGE (Stamp) | POSTAGE METER RENTAL | MINI GRANTS/WEELNESS | STATIONERY & OFF. SUPP. | SURETY BONDS | TELEPHONES | TRAINING | TRAVEL IN/OUT of STATE | UTILITIES | TOT. Indirect Costs | Total Non-Salary |
|---------------------|----------------------------|-----------------|----------|-------------------------------|----------------------------|----------|-----------|---------------------------|----------|--------------------|---------------|--------------------------|---------------|----------------------|-----------------|----------------------|----------------------|-------------------------|--------------|------------|----------|------------------------|-----------|---------------------|------------------|
|                     |                            | 7/1/19-6/30/20  | 7-1/6-30 |                               |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5300                | ADM. CONT. SERVICES (R&RP) | 15,000.00       |          | 15,600.00                     | 1,300.00                   | 1,300.00 | 1,300.00  | 1,300.00                  | 1,300.00 | 1,300.00           | 1,300.00      | 1,300.00                 | 1,300.00      | 1,300.00             | 1,300.00        | 1,300.00             | 1,300.00             | 1,300.00                | 1,300.00     | 1,300.00   | 1,300.00 | 1,300.00               | 1,300.00  | 1,300.00            | 1,300.00         |
|                     |                            | 1,200.00        |          | 500.00                        |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5305                | ADM. CONT. SERVICES (A&R)  | 12,000.00       |          | 13,500.00                     |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5320                | LEGAL                      | 32,000.00       |          | 3,000.00                      |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5340                | TELEPHONE/INTERNET         | 3,600.00        |          | 3,600.00                      | 405.79                     | 375.98   | 12.47     | 10.18                     | 10.08    | 10.08              | 10.08         | 10.08                    | 10.08         | 10.08                | 10.08           | 10.08                | 10.08                | 10.08                   | 10.08        | 10.08      | 10.08    | 10.08                  | 10.08     | 10.08               | 10.08            |
| 5400                | FOOD SUPPLIES              | 500.00          |          | 600.00                        |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5400                | OFFICE & COMPUTER SUPPLI   | 2,500.00        |          | 2,500.00                      |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5500                | MSG. EXPENSES              | 500.00          |          | 700.00                        |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5500                | NEWSPAPER/MAGS/BOOKS       | 100.00          |          |                               |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5420                | POSTAGE (Stamp)            | 3,500.00        |          | 3,500.00                      |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5275                | POSTAGE METER RENTAL       |                 |          |                               |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5300                | MINI GRANTS/WEELNESS       | 25,000.00       |          | 25,000.00                     | 9,600.00                   | 12.33    | 31.99     | 542.95                    | 397.56   | 38.22              | 41.51         | 1,715.51                 | 9.30          | 5,500.00             |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5420                | STATIONERY & OFF. SUPP.    |                 |          |                               |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5180                | SURETY BONDS               | 1,250.00        |          | 1,750.00                      | 176.00                     |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5440                | TELEPHONES                 |                 |          |                               |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5320                | TRAINING                   | 500.00          |          | 500.00                        |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5710                | TRAVEL IN/OUT of STATE     | 3,000.00        |          | 3,000.00                      |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| 5188                | UTILITIES                  | 4,000.00        |          | 3,000.00                      |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| TOT. Indirect Costs |                            |                 |          |                               |                            |          |           |                           |          |                    |               |                          |               |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |
| Total Non-Salary    |                            | 104,650.00      |          | 77,850.00                     | 11,481.79                  | 1,931.00 | 10,811.32 | 1,648.22                  | 4,032.22 | 2,148.00           | 12,247.55     | 1,705.76                 | 6,194.71      |                      |                 |                      |                      |                         |              |            |          |                        |           |                     |                  |

| ITEM<br>CODE | BUDGET<br>ITEMS          | FY2020<br>Budgeted |                | FY-2021<br>Budgeted |            | FY-2022<br>Budgeted |           | July      | August    | September | October   | November  | December  | January   | February | March |
|--------------|--------------------------|--------------------|----------------|---------------------|------------|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-------|
|              |                          | 7/1/19-6/30/20     | 7/1/19-6/30/20 | 7-1/6-30            | 7-1/6-30   | 7-1/6-30            | 7-1/6-30  |           |           |           |           |           |           |           |          |       |
|              | I.T.                     |                    |                |                     |            |                     |           |           |           |           |           |           |           |           |          |       |
| 8000         | COMPUTER HARDWARE        |                    | 20,000.00      |                     |            |                     |           |           |           |           |           |           |           |           |          |       |
| 5400         | COMPUTER SOFTWARE        |                    |                |                     |            |                     |           |           |           |           |           |           |           |           |          |       |
| 5420         | COMPUTER SUPPLIES        |                    | 500.00         | 1,000.00            |            | 1,000.00            |           |           |           |           |           |           |           |           |          |       |
| 9900         | DESKTOP PCS              |                    | 2,000.00       |                     |            |                     |           |           |           |           |           |           |           |           |          |       |
| 3300         | 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  | 2,283.87  | 1,351.00  | 10,989.40 | 8,589.40  |          |       |
|              | 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  | 2,283.87  | 1,351.00  | 10,989.40 | 8,589.40  |          |       |
|              | 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 | 33,560.22 | 42,756.81 | 41,956.21 | 59,274.27 |          |       |

# MONTHLY ACCOUNTS RECEIVABLE

## HAMPSHIRE COUNTY GROUP INSURANCE TRUST

FOR APRIL 2022 PREMIUMS

APRIL PREMIUMS NOT PAID

AS OF MARCH 31, 2022

TO AVOID LATE ASSESSMENT FEE

INVOICE MUST BE PAID BEFORE:

April 5, 2022

|                         |            |                              |
|-------------------------|------------|------------------------------|
| CHESTER                 | 12,139.30  | 4/1/2022                     |
| CHESTERFIELD            | 8,585.32   | 4/1/2022                     |
| CHESTERFIELD/GOSHEN RSD | 22,995.04  | 4/1/2022                     |
| HADLEY                  | 170,034.60 | 4/1/2022                     |
| HAMPSHIRE REGIONAL SD   | 206,143.30 | 4/1/2022                     |
| MIDDLEFIELD             | 3,847.32   | LATE FEE ASSESSED (RCVD 4/6) |
| PLAINFIELD              | 6,543.08   | 4/4/2022                     |
| WILLIAMSBURG            | 71,877.68  | 4/1/2022                     |

\$ 502,165.64

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# Hampshire County Group Insurance Trust

TRANSACTION REPORT MARCH 2022 (FY22)

STARTING BALANCE GENERAL FUND

\$ 3,769,543.90

| 2022 |      |                               |              |              |                 |
|------|------|-------------------------------|--------------|--------------|-----------------|
|      | WAR# | TRANSACTION                   | A/P DEBIT    | A/R CREDIT   |                 |
| MAR  |      | PEOPLE'S UNITED               |              |              |                 |
| 1    |      | BLUE CROSS BLUE SHIELD        | 4,519,500.00 |              | \$ (749,956.10) |
| 1    |      | STEALTH/STOP LOSS REIMB (MAR) |              | 349,360.94   | \$ (400,595.16) |
| 1    |      | STEALTH/STOP LOSS (MAR)       | 188,611.18   |              | \$ (589,206.34) |
| 1    |      | CANARX                        | 15,559.60    |              | \$ (604,765.94) |
| 1    |      | PEOPLE'S UNITED               |              | 170,948.20   | \$ (433,817.74) |
| 1    |      | PEOPLE'S UNITED               |              | 187,844.41   | \$ (245,973.33) |
| 2    |      | PEOPLE'S UNITED               |              | 101,026.20   | \$ (144,947.13) |
| 3    |      | PEOPLE'S UNITED               |              | 7,481.32     | \$ (137,465.81) |
| 3    |      | PEOPLE'S UNITED               |              | 17,038.48    | \$ (120,427.33) |
| 3    |      | PEOPLE'S UNITED               |              | 566,939.18   | \$ 446,511.85   |
| 3    |      | PEOPLE'S UNITED               |              | 9,495.24     | \$ 456,007.09   |
| 10   |      | PEOPLE'S UNITED               |              | 162,610.34   | \$ 618,617.43   |
| 17   |      | PEOPLE'S UNITED               |              | 269.83       | \$ 618,887.26   |
| 18   |      | PEOPLE'S UNITED               |              | 58,822.52    | \$ 677,709.78   |
| 21   |      | PEOPLE'S UNITED               |              | 858,379.15   | \$ 1,536,088.93 |
| 21   |      | PEOPLE'S UNITED               |              | 66,206.96    | \$ 1,602,295.89 |
| 21   |      | PEOPLE'S UNITED               |              | 51,178.53    | \$ 1,653,474.42 |
| 22   |      | PEOPLE'S UNITED               |              | 5,610.20     | \$ 1,659,084.62 |
| 23   |      | PEOPLE'S UNITED               |              | 181,675.67   | \$ 1,840,760.29 |
| 23   |      | PEOPLE'S UNITED               |              | 30,748.44    | \$ 1,871,508.73 |
| 24   |      | BLUE MEDICARE RX (FEB)        | 435503.35    |              | \$ 1,436,005.38 |
| 24   |      | PEOPLE'S UNITED               |              | 28,906.92    | \$ 1,464,912.30 |
| 24   |      | PEOPLE'S UNITED               |              | 170,022.67   | \$ 1,634,934.97 |
| 24   |      | PEOPLE'S UNITED               |              | 44,754.00    | \$ 1,679,688.97 |
| 25   |      | PEOPLE'S UNITED               |              | 13,095.96    | \$ 1,692,784.93 |
| 25   |      | PEOPLE'S UNITED               |              | 9,846.41     | \$ 1,702,631.34 |
| 28   |      | PEOPLE'S UNITED               |              | 1,312,724.29 | \$ 3,015,355.63 |
| 28   |      | PEOPLE'S UNITED               |              | 122,776.16   | \$ 3,138,131.79 |
| 28   |      | PEOPLE'S UNITED               |              | 119,889.08   | \$ 3,258,020.87 |
| 28   |      | PEOPLE'S UNITED               |              | 8,746.20     | \$ 3,266,767.07 |
| 28   |      | PEOPLE'S UNITED               |              | 175,117.41   | \$ 3,441,884.48 |
| 29   |      | PEOPLE'S UNITED               |              | 101,277.42   | \$ 3,543,161.90 |
| 29   |      | PEOPLE'S UNITED               |              | 172,654.36   | \$ 3,715,816.26 |
| 30   |      | PEOPLE'S UNITED               |              | 7,391.72     | \$ 3,723,207.98 |
| 30   |      | PEOPLE'S UNITED               |              | 73,884.64    | \$ 3,797,092.62 |
| 31   |      | PEOPLE'S UNITED               |              | 80,612.20    | \$ 3,877,704.82 |
| 31   |      | PEOPLE'S UNITED               |              | 600,667.49   | \$ 4,478,372.31 |
| 31   |      | PEOPLE'S UNITED               |              | 136,707.05   | \$ 4,615,079.36 |
| 31   |      | PEOPLE'S UNITED               |              | 201,031.90   | \$ 4,816,111.26 |
| 31   |      | PEOPLE'S UNITED               |              | 570,226.28   | \$ 5,386,337.54 |
| 31   |      | CVS CAREMARK Q2 REBATES       |              | 1,365,063.24 | \$ 6,751,400.78 |
| 31   |      | CVS CAREMARK (FEB)            | 1,304,915.28 |              | \$ 5,446,485.50 |
| 31   |      | PAYROLL (MAR)                 | 44,490.16    |              | \$ 5,401,995.34 |
| 31   |      | ACCOUNTS PAYABLE (MAR)        | 14,784.11    |              | \$ 5,387,211.23 |
| 31   |      | INTEREST                      |              | 207.49       | \$ 5,387,418.72 |
|      |      |                               |              |              | \$ 5,387,418.72 |
|      |      |                               |              |              | \$ 5,387,418.72 |
|      |      |                               |              |              | \$ 5,387,418.72 |
|      |      |                               |              |              | \$ 5,387,418.72 |
|      |      |                               |              |              | \$ 5,387,418.72 |





# Hampshire County Group Insurance Trust

## Claim Payments

|            | CLAIMS          |   | AMOUNT PAID     |   | VARIANCE          | CUMULATIVE VAR.   |
|------------|-----------------|---|-----------------|---|-------------------|-------------------|
| 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   | \$ 5,328,234.25 |   | \$ 4,503,600.00 |   | \$ 824,634.25     | \$ 797,590.59     |
| January 22 | \$ 3,186,088.18 |   | \$ 4,519,500.00 |   | \$ (1,333,411.82) | \$ (535,821.23)   |
| Feb        | \$ 4,253,200.86 |   | \$ 4,519,500.00 |   | \$ (266,299.14)   | \$ (802,120.37)   |
| Mar        | \$ 4,606,467.78 |   | \$ 4,519,500.00 |   | \$ 86,967.78      | \$ (715,152.59)   |

P = Acturial Projection of Claims or Anticipated Payments, A = Actual Info. E = Estimate based on some actual information







REBATE DISTRIBUTION SUMMARY

Date Produced: 04/04/2022  
Collection Period: 12/01/2021 thru 02/28/2022

Rebate ID: 00124410  
Client Name: HAMPSHIRE COUNTY GROUP INSURANCE TR - HAMPSHIRE COUNTY GROUP //OPT IN, ACSE  
Company/Vendor: 301-912074  
Payment Type: ACH

Invoice & Collection Summary

| Inv Qtr | Original Invoices | Adjustments | Adjusted Invoices | Share % | Client Share of Invoices | Total Collections To-Date | Share % | Client Share   |
|---------|-------------------|-------------|-------------------|---------|--------------------------|---------------------------|---------|----------------|
| 2021Q3  | \$933,848.07      | \$751.58    | \$934,599.65      | 100.00% | \$934,599.65             | \$889,362.43              | 100.00% | \$889,362.43   |
| 2021Q4  | \$1,055,526.59    | \$698.09    | \$1,056,224.68    | 100.00% | \$1,056,224.68           | \$434,903.09              | 100.00% | \$434,903.09   |
| Total   | \$1,989,374.66    | \$1,449.67  | \$1,990,824.33    | --      | \$1,990,824.33           | \$1,324,265.52            | --      | \$1,324,265.52 |

Guarantee Summary

| Inv Qtr | Type                  | Basis     | Rate       | Tier  | Rxs   | Guarantee      |
|---------|-----------------------|-----------|------------|-------|-------|----------------|
| 2021Q3  | Mail                  | SUBMITTED | \$864.40   | LCM4E | 182   | \$157,320.80   |
| 2021Q3  | Maintenance Choice    | SUBMITTED | \$864.40   | LCM4E | 201   | \$173,744.40   |
| 2021Q3  | Retail                | SUBMITTED | \$196.97   | LCM4E | 1,650 | \$325,000.50   |
| 2021Q3  | Specialty Retail-Mail | SUBMITTED | \$3,322.01 | LCM4E | 171   | \$568,063.71   |
| 2021Q4  | Mail                  | SUBMITTED | \$864.40   | LCM4E | 206   | \$178,066.40   |
| 2021Q4  | Maintenance Choice    | SUBMITTED | \$864.40   | LCM4E | 188   | \$162,507.20   |
| 2021Q4  | Retail                | SUBMITTED | \$196.97   | LCM4E | 1,845 | \$363,409.65   |
| 2021Q4  | Specialty Retail-Mail | SUBMITTED | \$3,322.01 | LCM4E | 199   | \$661,079.99   |
| Total   |                       |           |            |       | 4,642 | \$2,589,192.65 |

Guarantee computation = Rxs \* Rate

Distribution Summary

| Inv Qtr | Client Collections | Amount Due     | Prior Distribution | Current Distribution | Undistributed |
|---------|--------------------|----------------|--------------------|----------------------|---------------|
| 2021Q3  | \$889,362.43       | \$1,224,129.41 | \$1,224,129.41     | \$0.00               | \$0.00        |
| 2021Q4  | \$434,903.09       | \$1,365,063.24 | \$0.00             | \$1,365,063.24       | \$0.00        |
| Total   | \$1,324,265.52     | \$2,589,192.65 | \$1,224,129.41     | \$1,365,063.24       | \$0.00        |

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# Key metrics at a glance

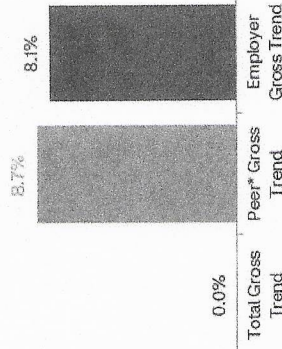
| Eligibility                             | Jul-Dec 20 | % Change | Jul-Dec 21  | Employer† | Peer*    |
|-----------------------------------------|------------|----------|-------------|-----------|----------|
| Average Eligible Members Per Month      | 0          |          | 9,290       |           |          |
| Average Utilizers as % of Members       | 0.0%       |          | 43.3%       | 36.6%     | 45.3%    |
| Average Member Age                      | 0          |          | 38          | 36        | 40       |
| <b>Cost</b>                             |            |          |             |           |          |
| Total Gross Cost                        | \$0        |          | \$7,904,343 |           |          |
| Total Net Cost                          | \$0        |          | \$7,438,794 |           |          |
| Gross Cost PMPM                         | \$0.00     |          | \$141.81    | \$148.29  | \$150.45 |
| Net Cost PMPM                           | \$0.00     |          | \$133.46    | \$136.76  | \$173.09 |
| % Total Member Cost Share               |            |          | 5.9%        | 7.8%      | 7.5%     |
| % Non-Specialty Member Cost Share       | 0.0%       |          | 11.2%       | 12.2%     | 10.0%    |
| <b>Drug Mix</b>                         |            |          |             |           |          |
| % Single Source Brands                  | 0.0%       |          | 19.8%       | 17.6%     | 18.4%    |
| % Multi Source Brands                   | 0.0%       |          | 2.9%        | 1.8%      | 1.5%     |
| Generic Dispensing Rate                 | 0.0%       |          | 77.3%       | 80.4%     | 82.1%    |
| Generic Substitution Rate               | 0.0%       |          | 96.4%       | 97.9%     | 95.2%    |
| <b>Utilization</b>                      |            |          |             |           |          |
| Total Prescriptions                     | -          |          | 53,156      |           |          |
| % Retail Prescriptions                  | 0.0%       |          | 78.7%       | 79.7%     | 85.6%    |
| % Mail Prescriptions                    | 0.0%       |          | 7.0%        | 20.3%††   | 18.4%††  |
| Days' Supply PMPM                       | 0.00       |          | 33.73       | 35.16     | 42.12    |
| <b>Specialty</b>                        |            |          |             |           |          |
| Specialty Total Gross Cost              | \$0        |          | \$4,987,573 |           |          |
| Specialty Avg. Utilizers as % of Member | 0.0%       |          | 1.1%        | 1.0%      | 1.2%     |
| Specialty Gross Cost PMPM               | \$0.00     |          | \$71.64     | \$71.22   | \$88.10  |
| Specialty % of Total Gross Cost         | 0.0%       |          | 50.4%       | 48.0%     | 45.3%    |
| Specialty % of Total Prescriptions      | 0.0%       |          | 1.4%        | 1.4%      | 1.3%     |
| % Specialty Member Cost Share           | 0.0%       |          | 0.7%        | 2.9%      | 2.1%     |

PEER COUNTRIES

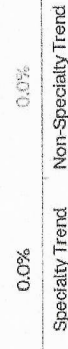
5 ©2022 CVS Health and/or one of its affiliates. Confidential and proprietary.

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## Your gross trend



## Your specialty and non-specialty trend





# Your top 25 non-specialty drugs

## By gross cost

| BOB Rank                               | Prior Rank | Current Rank | Drug Name             | Dispense Type | Therapeutic Class          | Generic Launch Date | Gross Cost  | Total Rx | Utilizers | Gross Cost Per Rx | Gross Cost Per Days' Supply | AWP Inflation |
|----------------------------------------|------------|--------------|-----------------------|---------------|----------------------------|---------------------|-------------|----------|-----------|-------------------|-----------------------------|---------------|
| 2                                      | 1          | 1            | Trulicity             | Brand         | Antidiabetics              | NA                  | \$356,595   | 316      | 87        | \$1,128.46        | \$29.06                     | NA            |
| 13                                     | 2          | 2            | Adderall Xi           | Brand         | Adhd/Anti-Narcolepsy/Anti- | Q2-2009             | \$138,868   | 643      | 165       | \$215.97          | \$7.49                      | NA            |
| 18                                     | 3          | 3            | Concerta              | Brand         | Adhd/Anti-Narcolepsy/Anti- | Q2-2011             | \$119,410   | 288      | 78        | \$414.62          | \$14.07                     | NA            |
| 4                                      | 4          | 4            | Jardance              | Brand         | Antidiabetics              | NA                  | \$100,612   | 122      | 40        | \$824.69          | \$16.63                     | NA            |
| 23                                     | 5          | 5            | Symbicort             | Brand         | Antiasthmatic And Bronchod | Q1-2020             | \$95,463    | 200      | 87        | \$477.31          | \$11.58                     | NA            |
| 7                                      | 6          | 6            | Pfizer-Blontech Covik | Brand         | Vaccines                   | NA                  | \$91,160    | 2,279    | 1,929     | \$40.00           | \$40.00                     | NA            |
| 3                                      | 7          | 7            | Eliquis               | Brand         | Anticoagulants             | NA                  | \$90,644    | 153      | 41        | \$592.44          | \$16.17                     | NA            |
| 24                                     | 8          | 8            | Basaglar Kwikpen      | Brand         | Antidiabetics              | NA                  | \$82,522    | 167      | 54        | \$494.14          | \$12.58                     | NA            |
| 1                                      | 9          | 9            | Ozempic               | Brand         | Antidiabetics              | NA                  | \$77,652    | 63       | 23        | \$1,232.57        | \$28.03                     | NA            |
| 36                                     | 10         | 10           | Dexcom G6 Sensor      | Brand         | Medical Devices            | NA                  | \$71,906    | 133      | 41        | \$540.64          | \$11.11                     | NA            |
| 11                                     | 11         | 11           | Novolog               | Brand         | Antidiabetics              | NA                  | \$68,726    | 61       | 23        | \$1,126.65        | \$22.36                     | NA            |
| 9                                      | 12         | 12           | Xarelto               | Brand         | Anticoagulants             | NA                  | \$67,497    | 93       | 35        | \$725.77          | \$15.24                     | NA            |
| 48                                     | 13         | 13           | Flovent Hfa           | Brand         | Antiasthmatic And Bronchod | NA                  | \$63,740    | 154      | 96        | \$413.90          | \$9.46                      | NA            |
| 20                                     | 14         | 14           | Moderna Covid-19 Vx   | Brand         | Vaccines                   | NA                  | \$63,320    | 1,583    | 1,526     | \$40.00           | \$40.00                     | NA            |
| 8                                      | 15         | 15           | Januvia               | Brand         | Antidiabetics              | NA                  | \$46,800    | 66       | 20        | \$709.09          | \$15.95                     | NA            |
| 6                                      | 16         | 16           | Vyvanse               | Brand         | Adhd/Anti-Narcolepsy/Anti- | Q3-2023             | \$44,260    | 139      | 36        | \$318.56          | \$11.13                     | NA            |
| 54                                     | 17         | 17           | Shingrix              | Brand         | Vaccines                   | NA                  | \$39,084    | 220      | 188       | \$177.70          | \$177.70                    | NA            |
| 32                                     | 18         | 18           | Trelegy Ellipta       | Brand         | Antiasthmatic And Bronchod | NA                  | \$35,138    | 58       | 16        | \$605.83          | \$20.19                     | NA            |
| 59                                     | 19         | 19           | Estradiol             | Generic       | Estrogens                  | NA                  | \$33,169    | 259      | 106       | \$128.06          | \$2.45                      | NA            |
| 61                                     | 20         | 20           | Epinephrine           | Generic       | Vasopressors               | NA                  | \$30,068    | 112      | 103       | \$288.46          | \$35.97                     | NA            |
| 10                                     | 21         | 21           | Novolog Flexpen       | Brand         | Antidiabetics              | NA                  | \$28,643    | 33       | 20        | \$867.96          | \$14.94                     | NA            |
| 38                                     | 22         | 22           | Albuterol Sulfate Hfa | Generic       | Antiasthmatic And Bronchod | NA                  | \$28,191    | 647      | 416       | \$43.57           | \$1.70                      | NA            |
| 52                                     | 23         | 23           | Vimpat                | Brand         | Anticonvulsants            | Q1-2022             | \$27,945    | 26       | 5         | \$1,074.83        | \$33.27                     | NA            |
| 37                                     | 24         | 24           | Wegovy                | Brand         | Adhd/Anti-Narcolepsy/Anti- | NA                  | \$27,483    | 21       | 9         | \$1,308.72        | \$46.96                     | NA            |
| 220                                    | 25         | 25           | Lamictal              | Brand         | Anticonvulsants            | Q3-2008             | \$26,528    | 10       | 2         | \$2,652.58        | \$36.84                     | NA            |
| Subtotal of Top 25 Non-Specialty Drugs |            |              |                       |               |                            |                     | \$1,855,451 | 7,846    | 4,205     | \$236.48          | \$13.54                     |               |
| All Others                             |            |              |                       |               |                            |                     | \$2,061,319 | 44,544   | 6,696     | \$46.28           | \$1.20                      |               |
| Total Non-Specialty Drugs              |            |              |                       |               |                            |                     | \$3,916,770 | 52,390   | 7,427     | \$74.76           | \$2.11                      |               |

**Disclaimer**

Vaccinated data comes from the claims table, which is available daily by 1pm ET for the previous day and eligible member counts come from summary eligibility tables which are updated monthly on the 8th for the previous month. If you are seeing inconsistent eligible member counts, please re-run your report for a complete month of data and if needing for the prior month, you should wait until after the 8th of the current month to run that data. If you follow the noted process and still see blanks in the eligible member counts but data in the vaccinated member counts then there was no eligible member counts for the specific CAG as of the last day of the month (Eligible members definition: An aggregate count of active/eligible members (employees and dependents; age 16 and older)

**Definitions/ Commentary**

A fully vaccinated member is defined as having the appropriate number of paid vaccine claims per FDA dosing requirements. If the vaccine type requires multiple doses, they must be from the same manufacturer and covered by the same carrier.

An initially vaccinated member is defined as having had one paid vaccine claim from a manufacture for which the FDA requires multiple doses. If a member has had a dose covered by another carrier, they will be defined as initially vaccinated in reporting for both carriers.

State is mapped based on member state.

**COVID-19 Vaccine Report**

**Beginning Date:** 10/01/2020

**Ending Date:** 03/31/2022

**Client Name:** Carrier=21AT:HAMPSHIRE COUNTY GROUP

**OVERALL****Total Client**

| MEMBER LIVES (Age 5 and above) |                  |                          |                              |                      |                    |                   |                                 |                |
|--------------------------------|------------------|--------------------------|------------------------------|----------------------|--------------------|-------------------|---------------------------------|----------------|
|                                | Eligible Members | Fully Vaccinated Members | Initially Vaccinated Members | Unvaccinated Members | % Fully Vaccinated | % Initially Dosed | % Fully or Initially Vaccinated | Total Net Cost |
| Total Client                   | 8,904            | 572                      | 3,707                        | 8,332                | 6.4%               | 41.6%             | 48.1%                           | \$194,120.00   |

**By Segment**

|            |       |     |       |       |      |       |       |              |
|------------|-------|-----|-------|-------|------|-------|-------|--------------|
| GOVERNMENT | 8,904 | 572 | 3,707 | 8,332 | 6.4% | 41.6% | 48.1% | \$194,120.00 |
|------------|-------|-----|-------|-------|------|-------|-------|--------------|

**MEMBER TYPE BREAKDOWN**

|             |       |     |       |       |      |       |       |              |
|-------------|-------|-----|-------|-------|------|-------|-------|--------------|
| CARDHOLDERS | 3,970 | 133 | 1,936 | 3,837 | 3.4% | 48.8% | 52.1% | \$87,400.00  |
| DEPENDENTS  | 4,934 | 439 | 1,771 | 4,495 | 8.9% | 35.9% | 44.8% | \$106,720.00 |

**GENDER BREAKDOWN**

|        |       |     |       |       |      |       |       |              |
|--------|-------|-----|-------|-------|------|-------|-------|--------------|
| Female | 4,618 | 266 | 2,118 | 4,352 | 5.8% | 45.9% | 51.6% | \$106,520.00 |
| Male   | 4,286 | 306 | 1,589 | 3,980 | 7.1% | 37.1% | 44.2% | \$87,600.00  |

**AGE BREAKDOWN**

| Age Breakdown | Eligible Members | Fully Vaccinated Members | Initially Vaccinated Members | Unvaccinated | % Fully Vaccinated | % Initially Dosed | % Fully or Initially Vaccinated | Total Net Cost |
|---------------|------------------|--------------------------|------------------------------|--------------|--------------------|-------------------|---------------------------------|----------------|
| 5-11          | 760              | 156                      | 38                           | 604          | 20.5%              | 5.0%              | 25.5%                           | \$14,000.00    |
| 12-15         | 549              | 78                       | 131                          | 471          | 14.2%              | 23.9%             | 38.1%                           | \$12,360.00    |
| 16-18         | 468              | 39                       | 171                          | 429          | 8.3%               | 36.5%             | 44.9%                           | \$10,200.00    |
| 19-24         | 889              | 67                       | 358                          | 822          | 7.5%               | 40.3%             | 47.8%                           | \$19,960.00    |
| 25-34         | 952              | 53                       | 346                          | 899          | 5.6%               | 36.3%             | 41.9%                           | \$17,720.00    |
| 35-44         | 1,285            | 42                       | 548                          | 1,243        | 3.3%               | 42.6%             | 45.9%                           | \$25,280.00    |
| 45-54         | 1,679            | 51                       | 765                          | 1,628        | 3.0%               | 45.6%             | 48.6%                           | \$34,480.00    |
| 55-64         | 1,862            | 69                       | 1,041                        | 1,793        | 3.7%               | 55.9%             | 59.6%                           | \$46,520.00    |
| 65-74         | 393              | 16                       | 271                          | 377          | 4.1%               | 69.0%             | 73.0%                           | \$11,960.00    |
| 75-84         | 59               | 1                        | 36                           | 58           | 1.7%               | 61.0%             | 62.7%                           | \$1,560.00     |
| 85+           | 8                |                          | 2                            | 8            | 0.0%               | 25.0%             | 25.0%                           | \$80.00        |

**CARRIER BREAKDOWN**

|                |       |     |       |       |      |       |       |              |
|----------------|-------|-----|-------|-------|------|-------|-------|--------------|
| 21AT HAMPSHIRE | 8,904 | 572 | 3,707 | 8,332 | 6.4% | 41.6% | 48.1% | \$194,120.00 |
|----------------|-------|-----|-------|-------|------|-------|-------|--------------|

**STATE BREAKDOWN**

|    |       |     |       |       |       |        |        |              |
|----|-------|-----|-------|-------|-------|--------|--------|--------------|
| AZ | 4     |     | 2     | 4     | 0.0%  | 50.0%  | 50.0%  | \$80.00      |
| CA | 1     |     | 1     | 1     | 0.0%  | 100.0% | 100.0% | \$40.00      |
| CT | 124   | 10  | 36    | 114   | 8.1%  | 29.0%  | 37.1%  | \$2,320.00   |
| FL | 24    | 2   | 13    | 22    | 8.3%  | 54.2%  | 62.5%  | \$640.00     |
| GA | 1     |     | 1     | 1     | 0.0%  | 100.0% | 100.0% | \$40.00      |
| MA | 8,627 | 554 | 3,607 | 8,073 | 6.4%  | 41.8%  | 48.2%  | \$188,600.00 |
| ME | 6     |     | 4     | 6     | 0.0%  | 66.7%  | 66.7%  | \$160.00     |
| NC | 3     | 1   | 1     | 2     | 33.3% | 33.3%  | 66.7%  | \$120.00     |
| NH | 42    | 5   | 21    | 37    | 11.9% | 50.0%  | 61.9%  | \$1,160.00   |
| NY | 4     |     | 3     | 4     | 0.0%  | 75.0%  | 75.0%  | \$120.00     |
| OH | 4     |     |       | 4     | 0.0%  |        |        |              |
| PA | 1     |     |       | 1     | 0.0%  |        |        |              |
| RI | 5     |     | 2     | 5     | 0.0%  | 40.0%  | 40.0%  | \$80.00      |
| SC | 2     |     | 1     | 2     | 0.0%  | 50.0%  | 50.0%  | \$40.00      |
| TN | 2     |     | 2     | 2     | 0.0%  | 100.0% | 100.0% | \$120.00     |
| VT | 53    |     | 12    | 53    | 0.0%  | 22.6%  | 22.6%  | \$560.00     |
| WI | 1     |     | 1     | 1     | 0.0%  | 100.0% | 100.0% | \$40.00      |



## Summary at a Glance

|                      | Total Utilizers | Total Claims | Total Tests | Total Net Cost (by Plan) | Avg. Net Cost (by Plan) per Test | Tests without Prescription |
|----------------------|-----------------|--------------|-------------|--------------------------|----------------------------------|----------------------------|
| <b>Total Summary</b> | 153             | 187          | 1,036       | \$11,216.90              | \$10.83                          | 136                        |

## By Channel

| Claim Transmission Channel Code Desc | Total Utilizers | Total Claims | Total Tests | Total Net Cost (by Plan) | Avg. Net Cost (by Plan) per Test |
|--------------------------------------|-----------------|--------------|-------------|--------------------------|----------------------------------|
| At Pharmacy Network                  | 110             | 127          | 796         | \$8,659.73               | \$10.88                          |
| Reimbursed Receipt                   | 50              | 60           | 240         | \$2,557.17               | \$10.65                          |

## Top 5 Test Type

| Product/Drug Label Name   | Total Utilizers | Total Claims | Total Tests | Total Net Cost (by Plan) | Avg. Net Cost (by Plan) per Test |
|---------------------------|-----------------|--------------|-------------|--------------------------|----------------------------------|
| FLOWFLEX KIT TEST         | 75              | 86           | 508         | \$5,122.51               | \$10.08                          |
| BINAXNOW COV KIT HOME TES | 35              | 36           | 248         | \$3,057.42               | \$12.33                          |
| ON/GO COVID KIT ANTIGEN   | 5               | 5            | 40          | \$479.80                 | \$12.00                          |

## Top 5 Pharmacies

| Pharmacy Chain Name      | Total Utilizers | Total Claims | Total Tests | Total Net Cost (by Plan) | Avg. Net Cost (by Plan) per Test |
|--------------------------|-----------------|--------------|-------------|--------------------------|----------------------------------|
| CVS PHARMACY             | 79              | 91           | 547         | \$6,080.64               | \$11.12                          |
| INDEPENDENT              | 53              | 64           | 264         | \$2,808.27               | \$10.64                          |
| RITE AID CORPORATION     | 18              | 20           | 156         | \$1,558.44               | \$9.99                           |
| STOP AND SHOP PHARMACIES | 5               | 5            | 40          | \$479.80                 | \$12.00                          |
| WALGREENS CORPORATION    | 5               | 5            | 19          | \$190.35                 | \$10.02                          |
| <b>Total Top 5 Share</b> | 99%             | 99%          | 99%         | 99%                      | \$10.84                          |

No data returned for this view. This might be because the applied filter excludes all data.

\* QL promoted EOD 01/19/2022



# Stop Loss 100% Summary Report

Policyholder: 0260919  
 Policyholder Name: HAMPSHIRE COUNTY INSURANCE GRO  
 Effective Date: 07/01/2020

## Policy Parameters

Contract Type: 12/24  
 Incurred: 07/01/2020 - 06/30/2021  
 Paid: 07/01/2020 - 06/30/2022  
 Specific Deductible: \$275,000  
 Benefit Coverage: Medical Rx

## Blue Cross Blue Shield of Massachusetts

This report contains confidential and/or personal health information and should be maintained in accordance with law and the contract pursuant to which it was released. If applicable under your Stop Loss coverage, information required from external carriers that is or should be included on stop loss reporting or settlements is not the liability of BCBSMA. This report is for Stop Loss reporting and final settlement purposes only and is not an indication of what was billed to the account. BCBSMA makes no representations or warranties regarding the information contained in this report and denies any liability arising from use of this information for any purpose.

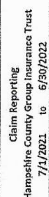
Most

| Prognosis Status | Potential For Expected Future Cost |
|------------------|------------------------------------|
| Excellent        | Low to Average                     |
| Very Good        | Medium                             |
| Good             | High                               |
| Fair             | Very High                          |
| Poor             | Highest                            |

| Last Name | First Name | Member ID | DOB | Gender | Relationship | Recent DOS | Retrospective Prognosis | Prospective Prognosis | Highest Paid Diagnosis                                    | Medical Paid | Pharmacy Paid  | Total Member Paid Status |
|-----------|------------|-----------|-----|--------|--------------|------------|-------------------------|-----------------------|-----------------------------------------------------------|--------------|----------------|--------------------------|
|           |            |           |     | F      | Spouse       | 06/30/2021 | Poor                    | Poor                  | N179 - Acute kidney failure, unspecified                  | \$514,286.42 | \$9,994.76     | \$524,281.18 Active      |
|           |            |           |     | F      | Dependent    | 06/29/2021 | Very Good               | Very Good             | D242 - Benign neoplasm of left breast                     | \$289,238.80 | \$8,476.53     | \$297,717.33 Inactive    |
|           |            |           |     | F      | Spouse       | 06/21/2021 | Very Good               | Very Good             | D619 - Aplastic anemia, unspecified                       | \$6,994.95   | \$347,920.12   | \$354,915.07 Inactive    |
|           |            |           |     | F      | Subscriber   | 06/27/2021 | Fair                    | Good                  | M1712 - Unilateral primary osteoarthritis, left knee      | \$158,284.20 | \$186,045.04   | \$354,329.24 Active      |
|           |            |           |     | F      | Dependent    | 06/29/2021 | Excellent               | Excellent             | Z3041 - Encounter for surveillance of contraceptive pills | \$4,689.69   | \$553,442.85   | \$558,132.54 Active      |
| Total     |            |           |     |        |              |            |                         |                       |                                                           | \$973,494.06 | \$1,115,881.30 | \$2,089,375.36           |

Total claims \$ 2,089,375.36  
 Trust Share 1,375,000.00  
 Reimbursement \$ 714,375.36  
 Reins Premium 2,112,919.25  
 Net position \$ (1,398,543.89)

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|               |                           |
|---------------|---------------------------|
| 1044, 825.67  |                           |
| 1100, 000.-   |                           |
| <hr/>         |                           |
| 544, 825.67   |                           |
| 1690, 681.-   |                           |
| <hr/>         |                           |
| 9mo. prem. pd |                           |
|               | Net "Loss" (1145, 855.33) |



# July 2022 Dental Open Enrollment



- Plans and Rates are the same through July 2024
- Updated Benefit Materials are being distributed to all units
  - Guardian Complaint Documents required in each State
  - Same Plans, just different format
  - Includes information on the discount Vision Program, and EAP
- PPI continues to be our Partner for Billing and Eligibility
  - For the most secure process, we are recommending the Self Enroll Program
    - Online Portal for Additions, Changes and Terminations
    - Contact my office for more information
    - [john.garrish@brfox.com](mailto:john.garrish@brfox.com) or 860.461.0110

