HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Insurance Advisory Committee

Meeting Notice and Agenda
July 15, 2020
10:00 A.M.
Via ZOOM Teleconference

Call to Order	RK
Approval of Minutes of January 2020 (unanimous consent)	RK
Financial Report (unanimous consent) Month of June 2020 **Income & Expenses & Operating Expenses** **For Trust and Wellness Initiative**	KK
June Expenditures (unanimous consent)	JS
Wellness Update	MK
Reinsurance FY-21 (vote)	JS
Budget FY-21 (vote)	JS
Rx Analysis 4/1/19 – 3/31/20	JS
Admin Reminders	JS
Covid 19 Impacts	JS
Adjournment	RK

Meeting Schedule

Executive Committee – August - TBD
Executive Committee – September 23, 2020, 9:00 a.m., 98 King Street
Insurance Advisory Committee – October 7, 2020 - TBD

HAMPSHIRE COUNTY
GROUP INSURANCE TRUST

TO: All Member Trust Units

RE: **Minutes of January 22, 2020**
Insurance Advisory Committee
Deerfield Town Hall

MEMBERS PRESENT:

Shaun Suhoski	Lisa Banner	Lisa Blackmer
Marguerite Willis	Donna Foglio	Meg McWherter
Denise Cashin	Paula Harrison	Jan Warner
Barbara Hancock	Richard Carmignani Jr.	Julie Wonkka
Russ Kaubris	Linda Gross	Deborah Frentzos
Deborah Kuhn	Maureen Humphrey	Joan Zuzgo
Patricia Rutkowski	Sharon Strzegowski	Michele Giarusso
Cheryl Clark	Gabriele Volker	Megan Young
Melissa Murphy	Sues'Anne Jason	Janice Boudreau
Angelina Bragdon	Jeff Cyr	Barbara Miller
Heather Rock	Michael Sullivan	Jennifer Day
John LeFleche	Stephanie Douglas	Eileen Tela
Lynn Sibley	Nathan Rosewarne	

OTHERS PRESENT:

Joseph Shea	Karen Karowski	Michele Komosa
Heidi Fountain	Trish Barnes	Mary Houle
Kelly Stanton	Lynn Dyer	Ed O'Conner

CALL TO ORDER

Chairman, Russ Kaubris, called the meeting to order at 10:06 a.m. with a quorum present of 74.25% of the weighted vote.

APPROVAL OF MINUTES

A motion to accept the minutes of October 9, 2019 was made by Michael Sullivan and seconded by Lisa Banner. The motion was carried unanimously.

FINANCIAL REPORT

Month of December 2019

Karen Karowski presented the Financial Report showing a starting cash balance for December of $5,247,746.37 with a total monthly income of $7,213,456.62. The monthly expenses totaled $5,649,383.06 leaving a total net monthly income of $1,564,073.56. The accounts receivable

balance was $331,635.26 which if paid on time would have left us with a balance of $36,194,377.85.

Investments and CD's for December 2019
Karen also reported that the investments portfolio value was $11,359,983.98 with a market change of $201,045.00 leaving a total of $11,561,028.98. Karen also reported a starting balance in CD's of $12,876,793.26, leaving interest earned of $24,472.72, with a balance of $12,901,265.98.

On a motion by Michael Sullivan, seconded by Lisa Blackmer, the financial report was approved unanimously.

WELLNESS UPDATE
Michele gave an update on the Wellness Initiative program:

- **Mini Grants** – Currently at the midway point and receiving mid-year reports.
- **Onsite Programs** – Units are taking advantage of staff days to have one hour health and wellness seminars. Four units offered seminars this past month.
- **Wellable** – Next month Michele will be working with Wellable to discuss the Spring Challenge platform. Also, Wellable just launched their new phone app for both Apple and Android users.
- **Newsletter & Bulletin Boards** – new materials are set to be mailed and distributed.
- **Health and Benefit Fairs** – this is the time of year we start receiving requests so please reach out if interested.

Michele also offered the speak to employees if any unit would like her to provide a brief overview of the wellness program and benefits.

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

BCBS UPDATES
Heidi Fountain from BCBS gave a presentation regarding two changes to benefits being instituted by BCBS – acupuncture and a change in the Smart 90 program as well as a short presentation on the Vision program.

Acupuncture – provided a subscriber uses an in-network acupuncturist. The co-pay would be at the specialist level of $35.

Smart 90 – Heidi informed the group that the prescription deductible would apply to 90 day prescriptions filled at CVS. Mail order through Express Scripts would still have no deductible.

BCBS Vision - Heidi gave a brief presentation on the BCBS Vision program. It is totally voluntary, but a group rate, secured by the Trust, will be available to all units. She asked that any unit interested reach out to her.

FY19 AUDIT

Joe gave a brief update of the recent FY19 audit and a summary was available with the agenda. No surprises. We're still in good shape. He asked that anyone that had questions or would like more information, that they reach out to him directly.

REINSURANCE UPDATE

Joe reported that as of June 30, 2019 we have had only five claims over the reinsurance threshold of $275,000 for the past year. This is the first time in many years the number was so low.

FY21 RATES

Mike Sullivan mad a motion and it was seconded by Julia Wonkka to accept the Executive Committee's recommendation for no changes in premiums for the FY21 fiscal year. Joe gave a presentation comparing the BCBS suggested rates, which were higher than our current premiums. BCBS's rate did not include our financial position or administrative costs. Their suggested rates would have increased premiums by 6.9% or more. Based on the healthy financial status of the Trust reserves and all the changes initiated this year, the Executive Committee felt the Trust was in a position to hold with current premiums. The motion was called and passed unanimously.

ADJOURNMENT

On a motion by Lisa Blackmer, seconded by Lisa Banner it was voted to adjourn the meeting at 10:40 a.m. The motion carried unanimously.

Respectfully submitted,
Karen Karowski

Meeting Schedule

Executive Committee	February 19, 2020, 9:00 a.m. 98 King Street, Northampton
Executive Committee	March 18, 2020, 9:00 a.m. 98 King Street, Northampton
Insurance Advisory Comm.	April 15, 2020, 10:00 a.m.Deerfield Town Hall

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

INCOME AND EXPENSE REPORT

	2019						2020					
ITEMS	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE
Starting Cash Balance	$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	$7,362,346.12	$6,233,187.74	$6,804,845.47	$5,713,168.82	$6,651,903.83
Adjustments												
Total Starting Balance	$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	$7,362,346.12	$6,233,187.74	$6,804,845.47	$5,713,168.82	$6,651,903.83
MONTHLY INCOME												
Total Premium Collected	9,278,866.11	6,939,633.43	5,782,915.94	5,886,132.11	5,056,512.60	7,211,091.43	6,213,985.27	5,388,271.49	6,234,736.17	4,576,561.67	6,544,536.21	3,228,579.61
Interest Income (MMDT)	4,160.61	3,527.51	3,698.66	2,759.26	1,796.34	2,365.19	2,193.95	1,926.37	2,088.07	1,473.89	926.94	994.22
Other Income or Adjustments		12,049.44	(23,042.23)	(10,637.79)	(10,815.29)							
BCBS SR Premium Collected												
TOTAL MONTHLY INCOME	9,283,026.72	6,955,210.38	5,763,572.37	5,878,253.58	5,047,493.65	7,213,456.62	6,216,179.22	5,390,197.86	6,236,824.24	4,578,035.56	6,545,463.15	3,229,573.83
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	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00
Reinsurance (Ind.&Agg.)	126,571.40	126,103.32	106,726.45	122,974.15	126,173.97	125,718.65	77,352.27	125,479.32	125,227.54	125,092.78	(627,298.25)	(25,839.91)
BCBS Settlement	(44,374.19)	1,374,177.84			943,254.14			860,319.75			698,306.45	
Recon adjust w/Finance												
BCBS Sr Premium Paid												
Other Exp. & Claim Settlement	499,707.48	478,806.35	479,793.39	481,451.38	477,984.37	486,887.99	479,710.12	424,916.26	430,539.60	426,518.08	425,444.02	428,414.40
Total Plan Expenses	5,581,904.69	6,979,087.51	5,586,519.84	5,604,425.53	6,547,412.48	5,612,606.64	5,629,362.39	6,483,015.33	5,628,067.14	5,623,910.86	5,568,752.22	5,474,874.49
Total Unit Operating Expenses	130,934.92	32,143.43	32,853.20	62,569.18	46,427.03	36,776.42	36,290.64	36,340.91	37,099.37	45,801.35	37,975.92	34,235.49
TOTAL MONTHLY EXPENSES	5,712,839.61	7,011,230.94	5,619,373.04	5,666,994.71	6,593,839.51	5,649,383.06	5,665,653.03	6,519,356.24	5,665,166.51	5,669,712.21	5,606,728.14	5,509,109.98
TOTAL NET MONTHLY INCOME	3,570,187.11	(56,020.56)	144,199.33	211,258.87	(1,546,345.86)	1,564,073.56	550,526.19	(1,129,158.38)	571,657.73	(1,091,676.65)	938,735.01	(2,279,536.15)
BALANCE												
Cash Balance	9,494,654.59	9,438,634.03	9,582,833.36	9,794,092.23	5,247,746.37	6,811,819.93	7,362,346.12	6,233,187.74	6,804,845.47	5,713,168.82	6,651,903.83	4,372,367.68
Adjustments				(3,000,000.00)								
ENDING MONTHLY BALANCE	9,494,654.59	9,438,634.03	9,582,833.36	6,794,092.23	5,247,746.37	6,811,819.93	7,362,346.12	6,233,187.74	6,804,845.47	5,713,168.82	6,651,903.83	4,372,367.68

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HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Fund And Investment Information

2020

FUNDS	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE
Post Employee Ben. S.B.	112,876.74	112,876.74	112,267.50	112,368.26	113,179.02	113,180.40	112,507.78	111,835.16	111,159.78	110,473.26	109,011.98	109,100.22
Funding		810.76	810.76	810.76	810.76	774.76	774.76	774.76	774.76		1,549.52	774.76
Expenses		1,420.00	710.00		809.38	1,447.38	1,447.38	1,450.14	1,461.28	1,461.28	1,461.28	1,475.18
Total	112,876.74	112,267.50	112,368.26	113,179.02	113,180.40	112,507.78	111,835.16	111,159.78	110,473.26	109,011.98	109,100.22	108,399.80
Accurued 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	4,399,801.96	4,403,551.96	4,405,426.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96
Deposits	3,750.00	1,875.00	39,375.00									
Total Member Deposits	4,403,551.96	4,405,426.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96	4,444,801.96
Investments												
CD's	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	12,923,074.76	12,942,670.97	12,965,100.87	12,982,468.84	12,999,026.05
Deposit				3,000,000.00								
Interest	20,412.34	18,595.54	19,251.97	22,269.37	22,139.85	24,472.72	21,808.78	19,596.21	22,429.90	17,367.97	16,557.21	18,295.16
Balance	9,794,536.53	9,813,132.07	9,832,384.04	12,854,653.41	12,876,793.26	12,901,265.98	12,923,074.76	12,942,670.97	12,965,100.87	12,982,468.84	12,999,026.05	13,017,321.21
Portfolio Value	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	11,519,898.79	11,024,783.17	9,982,589.31	10,670,495.17	10,961,001.00
Deposit												
Interest	90,859.97	(34,042.19)	105,766.93	128,082.81	183,022.80	201,045.00	(41,130.19)	(495,115.62)	(1,042,193.86)	687,905.86	290,505.83	150,894.79
Market Change												
Total	10,977,153.63	10,943,111.44	11,048,878.37	11,176,961.18	11,359,983.98	11,561,028.98	11,519,898.79	11,024,783.17	9,982,589.31	10,670,495.17	10,961,001.00	11,111,895.79
Accounts Receivable	1,240,417.44	252,880.33	516,120.64	686,015.51	1,546,776.42	331,635.26	53,961.34	571,570.09	238,853.42	1,567,457.70	939,793.91	3,671,424.81
Total With Accounts Receivable	36,054,508.85	34,996,770.29	35,568,704.59	36,101,021.27	35,620,600.35	36,194,377.85	36,447,236.09	35,359,491.67	34,577,982.25	35,518,722.43	36,136,944.93	36,757,529.21

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

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

ITEM CODE	BUDGET ITEMS	FY-2019 Budgeted	FY-2019 Actual YTD	FY2020 Budgeted	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	FY-2020 Actual YTD
	WAGES & BENEFI	7/1/18-6/30/19	7-1/6-30	7/1/19-6/30/20													7-1/6-30
5110	SALARY*	315,000.00	314,040.63	335,000.00	22,789.60	23,952.04	22,000.26	44,606.74	24,479.11	24,476.76	24,545.61	24,582.15	24,838.58	36,992.94	24,477.27	24,477.28	322,218.34
5145	LONGEVITY	575.00	400.00	575.00													-
5130	OVERTIME		-														-
5120	TEMP. EMPLOYEE SAL		-														-
481	FICA (.062)		-														-
5186	MED TAX (.0145)	5,500.00	4,366.45	5,000.00													-
5181	CONTRIBUTORY RET.	80,000.00	80,566.50	88,000.00	87,658.73												87,658.73
5189	EMP. ASST. PROG. EAP		-														-
5184	HEALTH INSURANCE	49,860.00	37,943.52	40,000.00	5,635.92	5,083.00	4,978.28	4,925.92	5,130.02	4268.28	4268.28	4,268.28	4,268.28	4,268.28	4,268.28	4,268.28	55,631.10
5185	LIFE INSURANCE	320.00	255.60	320.00								252.24	28.40	28.40	28.40	56.80	394.24
5189	UNEMP HEALTH INS TAX		-														-
	TOT. WAGES & BENEFITS	**451,255.00**	437,572.70	468,895.00	116,084.25	29,035.04	26,978.54	49,532.66	29,609.13	28,745.04	28,813.89	29,102.67	29,135.26	41,289.62	28,773.95	28,802.36	465,902.41

ITEM CODE	BUDGET ITEMS	FY-2019 Budgeted		FY2020 Budgeted													
	NON SALARY EXP	7/1/18-6/30/19		7/1/19-6/30/20													
5300	ADM. CONT. SERVICES (FS&P	12,500.00	-														-
	Rent	14,400.00	14,430.00	15,000.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	1,230.00	14,760.00
	Parking	300.00	1,500.00	1,200.00												400.00	400.00
5305	ADM. CONT. SERVICES (Audit)	10,000.00	2,152.00	12,000.00													-
5320	LEGAL	10,000.00	17,827.50	32,000.00	1,365.00		2,172.90	1296.41	7,500.00	227.5	3,665.00	2,500.00			4,081.50	747.50	23,555.81
5340	TELEPNONE/INTERNET	3,600.00	2,429.43	3,600.00	205.93	700.34		607.18				334.14	377.18				2,224.77
5490	FOOD SUPPLIES	500.00	538.00	500.00	83.63	56.47	11.58	137.82		68.80	37.97	76.75	41.37		43.97	11.58	569.94
5420	OFFICE & COMPUTER SUPPLI	1,500.00	1,485.51	2,500.00	28.99						179.21	135.33	33.98		867.64	143.82	1,388.97
5580	MISC. EXPENSES	500.00	18.48	500.00		150.00	340.10	67.74									557.84
5580	NEWSPAPER/MAGS/BOOKS		100.00	100.00													-
5420	POSTAGE (Stamps)	3,750.00	2,605.80	3,500.00		46.84	15.99	1,519.97		29.54			38.22		438.22	19.11	2,107.89
5275	POSTAGE METER RENTAL		-									35.98					35.98
5380	MINI GRANTS/WELLNESS	25,000.00	19,257.08	25,000.00	11,900.00	357.00		92.16	63.80		57.96		4,192.16				16,663.08
5420	STATIONERY & OFF. SUPP.		436.96							274.84							274.84
5780	SURETY BONDS	850.00	550.00	1,250.00		100.00						350.00	100.00	1,034.00			1,584.00
5340	TELEPHONES	2,400.00	-														-
5320	TRAINING	1,000.00	-	500.00													-
5710	TRAVEL IN/OUT of STATE	3,000.00	706.77	3,000.00	37.12	27.84	17.44	61.48		4.64		145.80	9.20				303.52
5188	UTILITIES	4,000.00	205.40	4,000.00			557.92		470.03	472.06	355.47			305.73	495.65	392.49	3,049.35
	TOT. Inderect Costs		-														-
	Total Non-Salary	**93,300.00**	64,242.93	104,650.00	14,850.67	2,668.49	4,345.93	5,012.76	9,263.83	2,307.38	5,525.61	4,808.00	6,022.11	2,569.73	7,156.98	2,944.50	67,475.99

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ITEM CODE	BUDGET ITEMS	FY-2019 Budgeted		FY2020 Budgeted													
	I.T.	7/1/18-6/30/19		7/1/19-6/30/20													
6000	COMPUTER HARDWARE	1,000.00	-	20,000.00													-
5420	COMPUTER SOFTWARE		-														-
5420	COMPUTER SUPPLIES		-	500.00			1308.78										1,308.78
5850	DESK TOP PCs		-	2,000.00				4,875.00									4,875.00
5300	MISC PROF & TECH SERV.**	10,000.00	2,639.40	18,000.00		439.90	219.95	3,148.76	7,554.07	5,724.00	1,951.14	2,430.24	1942.00	1,942.00	2,044.99	2,488.63	29,885.68
	TOTAL DATA PROCESSING	11,000.00	2,639.40	40,500.00	-	439.90	1,528.73	8,023.76	7,554.07	5,724.00	1,951.14	2,430.24	1942.00	1,942.00	2,044.99	2,488.63	36,069.46
	TOTALS	**555,555.00**	504,455.03	**614,045.00**	**130,934.92**	**32,143.43**	**32,853.20**	**62,569.18**	**46,427.03**	**36,776.42**	**36,290.64**	**36,340.91**	**37,099.37**	**45,801.35**	**37,975.92**	**34,235.49**	569,447.86

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Hampshire County Group Insurance Trust

TRANSACTION REPORT JUNE FY-20

STARTING BALANCE GENERAL FUND					$ 6,651,903.83
2020					
	WAR#	TRANSACTION	A/P DEBIT	A/R CREDIT	
JUNE		PEOPLE'S UNITED			
1		BLUE CROSS BLUE SHIELD	5,072,300.00		$ 1,579,603.83
1		GERBER LIFE/STOP LOSS (JUNE)	124,807.70		$ 1,454,796.13
1		BR FOX/CANARX	34,544.32		$ 1,420,251.81
1		PEOPLE'S UNITED		51,639.98	$ 1,471,891.79
1		PEOPLE'S UNITED		7,259.19	$ 1,479,150.98
1		PEOPLE'S UNITED		401,368.62	$ 1,880,519.60
2		PEOPLE'S UNITED		461,549.33	$ 2,342,068.93
3		PEOPLE'S UNITED		3,415.22	$ 2,345,484.15
3		PEOPLE'S UNITED		12,075.90	$ 2,357,560.05
11		PEOPLE'S UNITED		153,195.12	$ 2,510,755.17
15		PEOPLE'S UNITED		271,448.40	$ 2,782,203.57
18		BLUE MEDICARE RX (MAY)	393,870.08		$ 2,388,333.49
22		PEOPLE'S UNITED		373,287.81	$ 2,761,621.30
22		PEOPLE'S UNITED		25,435.74	$ 2,787,057.04
24		GERBER LIFE/STOP LOSS REIMB.		150,647.61	$ 2,937,704.65
25		PEOPLE'S UNITED		143,162.96	$ 3,080,867.61
25		PEOPLE'S UNITED		118,060.58	$ 3,198,928.19
25		PEOPLE'S UNITED		137,659.90	$ 3,336,588.09
26		PEOPLE'S UNITED		574,976.72	$ 3,911,564.81
26		PEOPLE'S UNITED		12,725.60	$ 3,924,290.41
26		PEOPLE'S UNITED		10,742.58	$ 3,935,032.99
29		PEOPLE'S UNITED		52,369.82	$ 3,987,402.81
29		PEOPLE'S UNITED		7,259.16	$ 3,994,661.97
29		PEOPLE'S UNITED		73,100.88	$ 4,067,762.85
30		PEOPLE'S UNITED		337,846.10	$ 4,405,608.95
29		ACCOUNTS PAYABLE - JUNE	5,433.13		$ 4,400,175.82
29		PAYROLL - JUNE	28,802.36		$ 4,371,373.46
30		INTEREST		994.22	$ 4,372,367.68
					$ 4,372,367.68
					$ 4,372,367.68
					$ 4,372,367.68
					$ 4,372,367.68
		MEMBER UNIT DEPOSITS ON HAND			
JUNE			Starting Balance>>>>>>>>>>>>>>>		$ 4,444,801.96
					$ 4,444,801.96
30		Total			**$ 4,444,801.96**
		PEOPLE'S UNITED			
JUNE		Post Employee Benefits Fund	Starting Balance>>>>>>>>>>>>>>>		$ 109,100.22
30		Retiree Health & Life Ins.	1,475.18	774.76	$ 108,399.80
30		Total			**$ 108,399.80**
		PEOPLE'S UNITED			
JUNE		Accrued Vacation & Sick Time Fund	Starting Balance>>>>>>>>>>>>>>>		$ 31,317.96
					$ 31,317.96
30		Total			**$ 31,317.96**
		INVESTMENTS			
JUNE		CD-(Florence Savings-(15 mos 2.30%)			$ 3,384,336.51
30		CD-Interest (renewed 1/5/2019)		2,515.14	$ 3,386,851.65
30		Total			**$ 3,386,851.65**
JUNE		CD-Easthampton Savings			$ 9,614,689.54
30		12 mos. @1.90		1,824.93	$ 9,616,514.47
30		Merged with another CD			$ 9,616,514.47
30		12 mos. @1.85% (Renewed 1/3)		7,101.11	$ 9,623,615.58

30		12 mos. @1.90		6,853.98	$	9,630,469.56
		Total			**$**	**9,630,469.56**
JUNE		Portfolio Value JUNE 1, 2020			$	10,961,001.00
		Additional Investment			$	10,961,001.00
30		Investment Earnings/Loss		150,894.79	**$**	**11,111,895.79**
		Total			**$**	**33,086,104.40**

MONTHLY ACCOUNTS RECEIVABLE

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

FOR JULY 2020 PREMIUMS

AS OF MAY 31, 2020

JULY PREMIUMS NOT PAID

TO AVOID LATE ASSESSMENT FEE
INVOICE MUST BE PAID **BEFORE:**
July 16, 2020

ATHOL	178,842.32	
BELCHERTOWN	612,465.64	
BELCHERTOWN WATER DIST.	2,451.14	
CHARLTON	157,879.84	
CHESTER	10,894.77	
CHESTERFIELD/GOSHEN RSD	24,205.96	
CUMMINGTON	4,606.02	
DUDLEY	104,852.90	
GATEWAY RSD	257,626.54	
GRANBY	174,669.50	
HADLEY	174,517.06	
HAMPSHIRE REGIONAL SD	212,486.38	
HOLLAND	51,254.10	
MIDDLEFIELD	3,925.84	
ORANGE	227,182.78	
PLAINFIELD	8,229.42	
SHFD #1	73,525.76	
WILLIAMSBURG	76,840.16	
ASHFIELD	7,556.45	
BERNARDSTON	12,075.90	
BUCKLAND	20,204.38	
CONWAY	59,680.00	
FRANKLIN CTY SOLID WASTE MGMT	4,365.60	
FRANKLIN CTY COG	57,132.46	
FRANKLIN REG. RET. SYS	3,415.22	
FRANKLIN REG. TRANSIT AUTH.	4,559.10	
GILL	11,107.96	
LEVERETT	59,950.74	
LEYDEN	3,582.66	
MONROE	4,269.02	
MONTAGUE	120,070.14	
PIONEER REG. SD	189,475.29	
SHELBURNE	19,253.16	
SHUTESBURY	54,998.53	
SOUTH HADLEY	538,979.91	
SOUTHWICK	84,632.28	
WARWICK	6,667.06	
WENDELL	4,889.92	
WHATELY	48,102.90	
	$ 3,671,424.81	

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

PLAN	2020														
HMO BLUE	**MAY**	**JUNE**	**JULY**	**AUG**	**SEPT**	**OCT**	**NOV**	**DEC**	**JAN**	**FEB**	**MAR**	**APR**	**MAY**	**JUNE**	**JULY**
H-Employee Only	541	539	541	539	539	545	553	550	548	552	550	549	553	556	554
H-Employee + 1	345	345	365	362	364	356	360	358	357	359	360	356	358	353	371
H-Family	563	562	577	575	576	584	584	583	580	571	569	570	570	570	561
Total H HMO	1449	1446	1483	1476	1479	1485	1497	1491	1485	1482	1479	1475	1481	1479	1486
F-Employee Only	699	697	686	683	680	685	689	688	697	695	688	683	681	673	663
F-Employee + 1	400	401	409	402	394	381	375	377	378	377	374	376	371	372	374
F-Family	674	672	679	683	680	691	693	690	689	692	694	697	698	698	696
Total F HMO	1773	1770	1774	1768	1754	1757	1757	1755	1764	1764	1756	1756	1750	1743	1733
Total Employee Plans	1240	1236	1227	1222	1219	1230	1242	1238	1245	1247	1238	1232	1234	1229	1217
Total Employee + 1	745	746	774	764	758	737	735	735	735	736	734	732	729	725	745
Total Family Plans	1237	1234	1256	1258	1256	1275	1277	1273	1269	1263	1263	1267	1268	1268	1257
Total H&F HMO Plans	**3222**	**3216**	**3257**	**3244**	**3233**	**3242**	**3254**	**3246**	**3249**	**3246**	**3235**	**3231**	**3231**	**3222**	**3219**
BLUE CARE ELECT PREFERRED (PPO)															
H-Employee Only	177	178	181	181	179	188	189	183	183	183	185	185	185	187	182
H-Family	252	251	247	244	240	238	238	236	236	236	237	235	235	233	239
Total H PPO	429	429	428	425	419	426	427	419	419	419	422	420	420	420	421
F-Employee Only	103	106	112	109	106	108	114	114	111	112	111	111	113	116	112
F-Family	110	110	113	116	115	120	122	121	119	122	120	119	119	119	126
Total F PPO	213	216	225	225	221	228	236	235	230	234	231	230	232	235	238
Total Employee Plans	280	284	293	290	285	296	303	297	294	295	296	296	298	303	294
Total Family Plans	362	361	360	360	355	358	360	357	355	358	357	354	354	352	365
Total H&F PPO Plans	**642**	**645**	**653**	**650**	**640**	**654**	**663**	**654**	**649**	**653**	**653**	**650**	**652**	**655**	**659**
MEDEX															
H-Employee Only	1201	1208	1220	1231	1230	1229	1226	1232	1192	1194	1191	1197	1194	1201	1205
F-Employee Only	1173	1177	1183	1194	1200	1201	1206	1204	1216	1220	1222	1226	1227	1235	1252
Total MEDEX Plans	**2374**	**2385**	**2403**	**2425**	**2430**	**2430**	**2432**	**2436**	**2408**	**2414**	**2413**	**2423**	**2421**	**2436**	**2457**
TOTAL - All Plans	**6238**	**6246**	**6313**	**6319**	**6303**	**6326**	**6349**	**6336**	**6306**	**6313**	**6301**	**6304**	**6304**	**6313**	**6335**

12.21

Hampshire County Group Insurance Trust
Claim Payments

	CLAIMS		AMOUNT PAID		VARIANCE	CUMULATIVE VAR.
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)
2019 - Jan	$ 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	A	$ 5,000,000.00	A	$ 242,909.22	$ 1,374,177.84
July	$ 3,462,952.74	A	$ 5,000,000.00	A	$ (1,537,047.26)	$ (162,869.42)
August	$ 5,939,797.85	A	$ 5,000,000.00	A	$ 939,797.85	$ 776,928.43
September	$ 5,166,325.71	A	$ 5,000,000.00	A	$ 166,325.71	$ 943,254.14
October	$ 4,136,764.22	A	$ 5,000,000.00	A	$ (863,235.78)	$ 80,018.36
November	$ 5,655,235.07	A	$ 5,000,000.00	A	$ 655,235.07	$ 735,253.43
December	$ 5,125,066.32	A	$ 5,000,000.00	A	$ 125,066.32	$ 860,319.75
2020-Jan	$ 4,478,889.48	A	$ 5,072,300.00	A	$ (593,410.52)	$ 266,909.23
February	$ 5,222,819.59		$ 5,072,300.00		$ 150,519.59	$ 417,428.82
March	$ 5,353,177.63		$ 5,072,300.00		$ 280,877.63	$ 698,306.45
April	$ 3,329,731.92		$ 5,072,300.00		$ (1,742,568.08)	$ (1,044,261.63)
May	$ 4,511,071.96		$ 5,072,300.00		$ (561,228.04)	$ (1,605,489.67)
June	$ 4,464,097.48		$ 5,072,300.00		$ (608,202.52)	$ (2,213,692.19)

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

June 1, 2020	wire		5,072,300.00	BCBS	xxx		Yes	Monthly Claim prefunding
June 1, 2020	wire		124,807.70	Gerber	xxx		Yes	June Reinsurance Premium
June 1, 2020		5382	49.81	Verizon				Telephone Expense
June 1, 2020		5383	1,230.00	King St Realty	5270			Rent - June
June 1, 2020		5384	42.30	Boston Mutual				Life Insurnace
June 5, 2020		5385	2,488.63	Paragus Strategic		5300		Various IT
June 5, 2020		5386	6,146.80	CanaRx	xxx		Yes	CanaRx claims
June 5, 2020		5387	20,589.22	BR Fox & Assoc	xxx		Yes	RX Consulting Fee
June 10, 2020	ach		10,955.20	Checkwriters				Net Payroll, 6/10
June 16, 2020		5388	400.00	Patrick Goggins				Parking FY21
June 16, 2020		5389	50.80	National Grid	5340			Electric
June 16, 2020		5390	5,563.92	HCGIT				Health Insurance - July
June 16, 2020		5391	139.54	Comcast	5340			Internet
June 18, 2020	wire		393,870.08	Blue Medicare Rx	xxx		Yes	Medex Rx premium
June 24, 2020	ach		10,967.94	Checkwriters				Net Payroll, 6/24
June 26, 2020		5392	174.51	Joseph Shea				Misc expenses
June 26, 2020		5393	2,554.14	Hampshire Retirement Board				Retirement Allocation - June
June 26, 2020		5394	747.50	Egan, Flanagan				Legal
June 26, 2020		5395	19.80	Columbia Gas	5340			Utilities
June 26, 2020		5396	7,808.30	CanaRx	xxx		Yes	CanaRx claims
June 26, 2020		5397	108.95	AEON				Telephone Expense
June 26, 2020		5398	151.74	PPI - ACSA Group Ins				Dental Insurance - July
June 30, 2020		5399	23.59	Verizon				Telephone Expense
June 30, 2020		5400	42.30	Boston Mutual				Life Insurnace
			5,661,232.77					

H

7/6/20

Stop Loss Claim Reimbursement Report

Group Name: Hampshire County Group Insurance Trust
Policy Period: 7/1/2019 - 6/30/2020
Carrier: Gerber Life Insurance Company
Key Contact: B.R. Fox - John Garrish

Stop Loss
Insurance Services
An AmWINS Group Company

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

Claimant	Relation	Date Filed	Report Month	Detail Filed	Requested	Date Received	Check #	Amount Received	Amount Due	Denied / Pending	Corridor	Details	Enrollment	Work Status	COB
	Spouse	4/9/2020	February	$303,210.93	$28,210.93	5/22/2020	ACH	$28,210.93					submitted		submitted
		4/17/2020	March	$43,817.37	$43,817.37	5/22/2020	ACH	$43,817.37					4/9/2020		5/15/2020
		5/21/2020	April	$44,718.40	$44,718.40	6/24/2020	ACH	$44,718.40							
Claimant Total:				**$391,746.70**	**$116,746.70**			**$116,746.70**	**$0.00**	**$0.00**	**$0.00**				
	Dependent	4/9/2020	February	$838,243.84	$563,243.84	5/22/2020	ACH	$563,243.84					submitted		submitted
		4/17/2020	March	$85,349.89	$85,349.89	5/22/2020	ACH	$85,349.89					4/9/2020		5/15/2020
		5/21/2020	April	$16,605.90	$16,605.90	6/24/2020	ACH	$16,605.90							
		7/7/2020	May	$47,080.84	$47,080.84				$47,080.84						
Claimant Total:				**$987,280.47**	**$712,280.47**			**$665,199.63**	**$47,080.84**	**$0.00**	**$0.00**				
	Spouse	4/17/2020	March	$306,743.48	$31,743.48	5/22/2020	ACH	$31,743.48					submitted		submitted
		5/21/2020	April	$89,323.31	$89,323.31	6/24/2020	ACH	$89,323.31					4/17/2020		5/15/2020
		7/7/2020	May	$47,955.94	$47,955.94				$47,955.94						
Claimant Total:				**$444,022.73**	**$169,022.73**			**$121,066.79**	**$47,955.94**	**$0.00**	**$0.00**				
	Dependent	4/17/2020	March	$299,757.49	$24,757.49	6/30/2020	ACH	$24,757.49					submitted		submitted
		5/21/2020	April	$32,225.77	$32,225.77	6/30/2020	ACH	$32,225.77					4/17/2020		5/15/2020
		7/7/2020	May	$32,225.77	$32,225.77				$32,225.77						
Claimant Total:				**$364,209.03**	**$89,209.03**			**$56,983.26**	**$32,225.77**	**$0.00**	**$0.00**				
	Dependent	7/7/2020	May	$295,565.83	$20,565.83				$20,565.83				submitted		submitted
													7/7/2020		7/7/2020
Claimant Total:				**$295,565.83**	**$20,565.83**			**$0.00**	**$20,565.83**	**$0.00**	**$0.00**				
	Employee	7/7/2020	May	$343,275.69	$68,275.69				$68,275.69				submitted		N/A
													7/7/2020		
Claimant Total:				**$343,275.69**	**$68,275.69**			**$0.00**	**$68,275.69**	**$0.00**	**$0.00**				
	Employee	7/7/2020	May	$286,672.86	$11,672.86				$11,672.86				submitted		N/A
													7/7/2020		
Claimant Total:				**$286,672.86**	**$11,672.86**			**$0.00**	**$11,672.86**	**$0.00**	**$0.00**				
	Spouse	7/7/2020	May	$434,338.45	$159,338.45				$159,338.45				submitted		submitted
													7/7/2020		7/7/2020
Claimant Total:				**$434,338.45**	**$159,338.45**			**$0.00**	**$159,338.45**	**$0.00**	**$0.00**				
COMBINED TOTAL:				**$3,547,111.76**	**$1,347,111.76**			**$959,996.38**	**$387,115.38**	**$0.00**	**$0.00**				
											Corridor Remaining:		**$400,000.00**		

Based on BCBS claims paid through May 2020

** 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.

15.

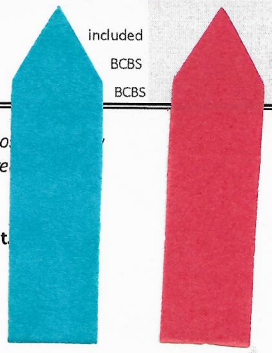
Stop Loss
Insurance Services
An AmWINS Group Company

BRFOX

GROUP NAME: ***Hampshire County Group Insurance Trust*** **Effective Date:** 7/1/20

Employees:	3,896	**Single:**	1,539	**Retirees:**	pre- and post-65
		Family:	2357	**Cobra:**	included

		CURRENT	RENEWAL		
	CARRIER:	*Gerber Life Insurance Company*	*Gerber Life Insurance Company*	*HM Life Insurance Company of NY*	*BC/BS **
	AM Best Rating:	A (Excellent)	A (Excellent)	A- (Excellent)	
Specific Stop Loss:			**FIRM**	**NEGOTIATED-FIRM TO 6/10**	
	Covered Benefits:	**Medical & Rx Card**	**Medical & Rx Card**	**Medical & Rx Card**	**Medical & Rx Card**
	Individual Deductible:	$ 275,000	$ 275,000	$ 275,000	$ 275,000
	**Laser (\ : **	**$ 350,000**	**Expired**	N/A	
	Laser \:		**$ 650,000**	**$ 575,000**	
	Laser .):		**$ 325,000**		
	Laser ( ):		**$ 420,000**		
	Laser \ ):		**$ 575,000**		
See contingencies	**Laser ( ):**		$ 450,000		
	Laser ( ):		**$ 400,000**		
	Laser ( ):		**$ 400,000**		
	Laser ( ):		**$ 500,000**		
	Laser /):		**$ 400,000**		
	Laser ( ):		**$ 400,000**		
	Aggregating Specific Corridor:	**$ 400,000**	**$ 400,000**	**$ 400,000**	**$ 400,000**
	** current Agg Spec Corridor is NAMED to				
	Annual Max Reimbursement:	Unlimited	Unlimited	Unlimited	Unlimited
	Lifetime Max Reimbursement:	Unlimited	Unlimited	Unlimited	Unlimited
	Contract Basis:	12/24	12/24	12/24	12/24
Rates:	**Single:**	$ 15.25	$ 22.78	$ 19.64	$ 16.18
	Family:	$ 43.26	$ 65.28	$ 52.41	$ 50.63
	Composite:	$ 32.20	$ 48.49	$ 39.47	$ 37.02
	Estimated Annual Premium*:	$ 1,505,203	$ 2,267,081	$ 1,845,076	$ 1,730,831
	Minimum Annual Premium*:	$ 1,204,162	$ 1,813,664	$ 1,845,076	$ 1,730,831
Annualized Summary:					
	Premium/Fixed Costs:	$ 1,505,203	$ 2,267,081	$ 1,845,076	$ 1,730,831
	Estimated Maximum Costs:	$ 1,980,203	$ 4,437,081	$ 2,545,076	$ 2,130,831
Percentage Change from Current Estimated Fixed Cost:			50.62%	22.58%	14.99%
Percentage Change from Current Estimated Max Cost:			124.07%	28.53%	7.61%
	Specific Advance:	included	included	included	
	TPA:	BCBS	BCBS	BCBS	BCBS
	PPO Network:	BCBS	BCBS	BCBS	BCBS



- *Please advise the Plan Sponsor that the rates, factors, group deductible and individual lasers contained in this propo subsequent revision, may change as they are subject to the contingencies listed below and/or attached and that all re documentation must be received and accepted by the Carrier.*
- ***Please see individual carrier tabs for the contingencies that accompany their rates and terms***
- ***Estimated annual total is based upon assumed enrollment. Actual totals will be determined by actual enrollment.**

- This proposal reflects receipt of claims data through 04/30/2020
- Quote assumes duplication of current benefits.

Stop Loss Premium rates include 0% commission for B.R. Fox.
* Note, SLIS did not secure the BC/BS proposal and therefore cannot be responsible for any errors, ommissions or other variables.

Prepared By: **Mindi Smith** **Date:** 6/5/20

$275K

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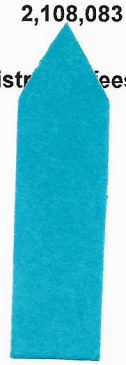
Specific Insurance

Benefits Covered		Option 5 Medical, Rx Card	Option 6 Medical, Rx Card	Option 7 Medical, Rx Card	Option 8 Medical, Rx Card
Contract Basis		12/24	12/24	12/24	12/24
Deductible per Individual		$ 275,000	$ 300,000	$ 325,000	$ 350,000
Annual Maximum		Unlimited	Unlimited	Unlimited	Unlimited
Lifetime Maximum		Unlimited	Unlimited	Unlimited	Unlimited
Quoted Rate Per Month	Enrollment				
Single	1,536	$ 19.23	$ 18.46	$ 17.69	$ 17.00
Family	2,354	$ 62.08	$ 60.54	$ 58.86	$ 57.16
Estimated Annual Premium		$ 2,108,083	$ 2,050,389	$ 1,988,739	$ 1,928,000
Quoted Rate(s) includes Commissions of		0.00%	0.00%	0.00%	0.00%

Overall Max Liability*

	Option 5	Option 6	Option 7	Option 8
Annual Specific Premium	$ 2,108,083	$ 2,050,389	$ 1,988,739	$ 1,928,000
Total Max Liability	$ 2,108,083	$ 2,050,389	$ 1,988,739	$ 1,928,000

*** Overall max liability does not include any administr fees with Blue Cross or any outside administrator.**



Blue Cross Blue Shield of Massachusetts is an Independent Licensee of the Blue Cross and Blue Shield Association

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FY 2021 Budget

BUDGET ITEMS	FY-2019 Budgeted	FY-2019 Actual YTD	FY2020 Budgeted	FY-2020 Actual YTD	FY 2021 Proposed Budget
WAGES & BENEFITS	7/1/18-6/30/19	7-1/6-30	7/1/19-6/30/20	7-1/6-30	
SALARY*	315,000.00	314,040.63	335,000.00	211,432.27	345,000.00
LONGEVITY	575.00	400.00	575.00	-	4,000.00
OVERTIME		-		-	
TEMP. EMPLOYEE SAL		-		-	
FICA (.062)		-		-	
MED TAX (.0145)	5,500.00	4,366.45	5,000.00	-	
CONTRIBUTORY RET.	80,000.00	80,566.50	88,000.00	87,658.73	98,000.00
EMP. ASST. PROG. EAP		-		-	
HEALTH INSURANCE	49,860.00	37,943.52	40,000.00	38,557.98	42,500.00
LIFE INSURANCE	320.00	255.60	320.00	252.24	320.00
UNEMP HEALTH INS TAX		-		-	
TOT. WAGES & BENEFITS	**451,255.00**	437,572.70	468,895.00	337,901.22	489,820.00

BUDGET ITEMS	FY-2019 Budgeted		FY2020 Budgeted		
NON SALARY EXPENS	7/1/18-6/30/19		7/1/19-6/30/20		
ADM. CONT. SERVICES (FS&PF)	12,500.00	-		-	
Rent	14,400.00	14,430.00	15,000.00	9,840.00	15,450.00
Parking	300.00	1,500.00	1,200.00	-	1,200.00
ADM. CONT. SERVICES (Audit)	10,000.00	2,152.00	12,000.00	-	12,500.00
LEGAL	10,000.00	17,827.50	32,000.00	18,726.81	5,000.00
TELEPNONE/INTERNET	3,600.00	2,429.43	3,600.00	1,847.59	3,500.00
FOOD SUPPLIES	500.00	538.00	500.00	473.02	600.00
OFFICE & COMPUTER SUPPLIES	1,500.00	1,485.51	2,500.00	343.53	2,000.00
MISC. EXPENSES	500.00	18.48	500.00	557.84	700.00
NEWSPAPER/MAGS/BOOKS		100.00	100.00	-	
POSTAGE (Stamps)	3,750.00	2,605.80	3,500.00	1,612.34	3,500.00
POSTAGE METER RENTAL		-		35.98	
MINI GRANTS/WELLNESS	25,000.00	19,257.08	25,000.00	12,470.92	25,000.00
STATIONERY & OFF. SUPP.		436.96		274.84	
SURETY BONDS/INS	850.00	550.00	1,250.00	450.00	1,750.00
TELEPHONES	2,400.00	-		-	
TRAINING	1,000.00	-	500.00	-	500.00

TRAVEL IN/OUT of STATE	3,000.00	706.77	3,000.00	294.32	3,000.00
UTILITIES	4,000.00	205.40	4,000.00	1,855.48	3,000.00
TOT. Inderect Costs		-		-	
Total Non-Salary	**93,300.00**	64,242.93	104,650.00	48,782.67	77,700.00

BUDGET ITEMS	**FY-2019 Budgeted**		**FY2020 Budgeted**		
I.T.	**7/1/18-6/30/19**		**7/1/19-6/30/20**		
COMPUTER HARDWARE	1,000.00	-	20,000.00	-	
COMPUTER SOFTWARE		-		-	
COMPUTER SUPPLIES		-	500.00	1,308.78	1,000.00
DESK TOP PCs		-	2,000.00	4,875.00	
MISC PROF & TECH SERV.**	10,000.00	2,639.40	18,000.00	21,468.06	26,400.00
TOTAL DATA PROCESSING	11,000.00	2,639.40	40,500.00	27,651.84	27,400.00
TOTALS	**555,555.00**	504,455.03	**614,045.00**	414,335.73	**594,920.00**

Does not include potential IT work to replace Server and/or Billing Program

Hampshire County Group Insurance Trust

Current Savings 4/18-4/19					Prior Discounts	
	AWP	Ingredient Cost	Actual Rate	Contracted Rate		
Retail Generic	$10,321,172	$2,160,287	79.1%	79.8%	$3,385,344	67.2%
Retail Brand	$4,535,858	$2,777,643	38.8%	35.8%	$3,283,961	27.6%
Mail Generic	$2,726,930	$443,636	83.7%	81.5%	$771,721	71.7%
Mail Brand	$1,257,048	$654,747	47.9%	47.0%	$764,285	39.2%
Specialty Brand	$7,215,680	$5,663,426	21.5%	18.0%	$5,989,014	17.0%
Disp Fee Brand	$10,126	$9,316	$0.92	$0.95	$10,126	$1.00
Disp Fee Generic	$82,833	$76,206	$0.92	$0.95	$82,833	$1.00
Total Savings		**$11,785,261**			**$14,287,285**	
					$2,502,024	

Total Scripts Prior 12 months: Brand 13,967 Generic 87,516

Total Scripts Current 12 months: Brand 15,677 Generic 91,016

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Hampshire County Group Insurance Trust

Current Savings 4/19-4/20					Prior Discounts 2017	
	AWP	Ingredient Cost	Actual Rate	Contracted Rate		
Retail Generic	$10,923,589	$2,041,832	81.3%	82.1%	$3,582,937	67.2%
Retail Brand	$5,470,238	$3,251,228	40.6%	44.8%	$3,960,452	27.6%
Mail Generic	$2,727,720	$443,761	83.7%	84.2%	$771,945	71.7%
Mail Brand	$1,572,471	$797,955	49.3%	50.1%	$956,064	39.2%
Specialty Brand	$7,782,938	$6,253,517	19.7%	18.0%	$6,459,839	17.0%
Disp Fee Brand	14,120	$41,026	$2.96	$0.85	$14,120	$1.00
Disp Fee Generic	92,252	$63,527	$0.69	$0.85	$92,252	$1.00
Total Savings		**$12,894,194**			**$15,835,202**	
					$2,941,008	

Total Scripts Prior 12 months: Brand 15,677 Generic 91,016

Total Scripts Current 12 months: Brand 14,120 Generic 92,252

HCGIT Future Estimate

Current Period 4/18-4/19		2019		2020	
	AWP	Year 2 Estimate		Year 3 Estimate	
Retail Generic	$10,321,172	$1,847,490	82.1%	$1,795,884	82.6%
Retail Brand	$4,535,858	$2,503,794	44.8%	$2,322,359	48.8%
Mail Generic	$2,726,930	$430,855	84.2%	$417,220	84.7%
Mail Brand	$1,257,048	$627,267	50.1%	$580,756	53.8%
Specialty Brand	$7,215,680	$5,916,858	18.0%	$5,916,858	18.0%
Disp Fee Brand	$10,126	$8,607	$0.85	$8,607	$0.85
Disp Fee Generic	$82,833	$70,408	$0.85	$70,408	$0.85
Total Savings		**$11,405,278**		**$11,112,092**	
Total Scripts Prior 12 months: Brand 13,967 Generic 87,516		$2,882,007		$3,175,193	
Total Scripts Current 12 months: Brand 15,677 Generic 91,016		**$5,384,031**		**$8,559,224**	

Admin Reminders

- Please complete enrollment/change form completely and submit **ALL** pertinent backup
- Please refer to the FAQ document that explains most admin questions and documentation needs
- Please stress to those employees that are contemplating retiring, will be 65, and Medicare eligible to sign up with the Federal Government for Part A&B of Medicare in a timely fashion
- The summer is the season where many teachers move to other schools. Please forward completed changes as soon they are ready versus saving them until the start of the school year