Hampshire County Group Insurance Trust

88 King St, Northampton, MA 01060 | 413-584-1300

Committee:	Insurance Advisory Committee (IAC)
Date:	September 9, 2026 @ 10:00 am
Meeting Format:	Virtual
Meeting Location:	Join Teams Meeting: https://teams.microsoft.com/meet/277215783549365?p=sRNWEic2Hm2Zvbf6BO Meeting ID: 277 215 783 549 365 Passcode: Nq3go3jd
OneTap Mobile	+1 804-905-9967,,982134705# United States

> Certain meetings normally held at the Municipal Offices are being held remotely, with adequate, alternative means of public access and, where required, public participation provided, in accordance with House Bill Number 62 of the 194th General Court, which extended the Governor's March 12, 2020 Order Suspending Certain Provisions of the Open Meeting Law, M.G.L. c.30A § 20, until June 30, 2027.

Executive Committee Members

Chair:	Shelley Poreda (Frontier Regional)
5000+ Residents:	Joanne Cleveland (Belchertown)
-5000 Residents:	Paula Harrison (Colrain)
School Districts:	Stacy Stewart (Gateway Regional)
At Large:	Andrew Levine (Hatfield) Paul McLatchy III (Ashfield)
	Emily Russo, Vice Chair (Easthampton) Donna Whiteley (South Hadley)
	Vacant

Agenda

- Call to Order
- Review and approve minutes of June 24, 2026
- Financial Statement/Warrant Approval

Old Business (VOTES may be taken)

- Executive Committee “At Large” Member Vacancy
- Audit FY25 Update
- 7/1/26 Member Unit Withdrawal Updates

New Business (VOTES may be taken)

- Data Request Policy
- BenAdmin System
- FY26 Recap

Other Business (VOTES may be taken)

- Adjournment

** The listing of matters includes those reasonably anticipated by the Chair which may be discussed at the meeting. Not all items listed may be discussed, and other items not listed may be brought up for discussion to the extent permitted by law.*

Meeting Schedule

Meeting	Date	Time	Format
Executive Committee	September 2, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	**September 9, 2026**	**10:00 a.m.**	**TEAMS**
Executive Committee	September 16, 2026	10:00 a.m.	TEAMS
Executive Committee	October 7, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	October 14, 2026	10:00 a.m.	TEAMS
Executive Committee	October 21, 2026	10:00 a.m.	TEAMS
Executive Committee	November 4, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	November 12, 2026	10:00 a.m.	TEAMS
Executive Committee	November 18, 2026	10:00 a.m.	TEAMS
Executive Committee	December 2, 2026	10:00 a.m.	TEAMS
Insurance Advisory Committee	December 9, 2026	10:00 a.m.	TEAMS
Executive Committee	December 16, 2026	10:00 a.m.	TEAMS

Hampshire County Group Insurance Trust

88 King Street, Northampton, MA 01060

INSURANCE ADVISORY COMMITTEE MEETING MINUTES

TO: All Trust Member Units

RE: Minutes of June 24, 2026 Insurance Advisory Committee Meeting Held Remotely via Microsoft Teams

MEMBERS PRESENT		GUESTS PRESENT
Cathy Levreault	Patti Rutkowski	Bridget Armentrout
Joanne Cleveland	Rachel Emerson	Chris Bean
Sarah Reynolds	Tammy Wendolowski	Danielle Chaplick
Rachel Emerson	Virginia Gabert	Gloria Congram
Paula Harrison	Sharon Ashleigh	Heidi Fountain
Sean McDonald	Eileen Seymour	John Garrish
Allan Kidston	Jessalyn Zaykoski	Marianna Gil
Sarah Kimball	Michele Turner	Cynthia Graves
Rich Carmignani, Jr.	Kristen Cormier	Michele Komosa
Emily Russo	Andrea Crete	Rebekah Macutkiewicz
Bryan Smith	Jake Voelker	Melissa Matarazzo
Jan Ameen	Angelina Bragdon	Amber Robidoux
Liz Bouchard	Heather Rock	Dawn Scaparotti
Ashley Manley	Donna Whiteley	Susan Shillue
Shelley Poreda	Kari Scytkowski	
Stacy Stewart	Barbara Miller	
Allan Kidston	Carolyn Manley	
Mary Houle	Jennifer Day	
Jennifer Sanders-James	Sharon Strzegowski	

CALL TO ORDER

Certain meetings normally held at the Municipal Offices are being held remotely, with adequate, alternative means of public access and, where required, public participation provided, in accordance with House Bill Number 62 of the 194th General Court, which extended the Governor's March 12, 2020 Order Suspending Certain Provisions of the Open Meeting Law, M.G.L. c. 30A, § 20, until June 30, 2027.

Chair Shelley Poreda called the meeting to order at 10:05 a.m. with a quorum present of 72.78% of the weighted vote.

MEETING MINUTES

MOTION: On a motion by Emily Russo, seconded by Stacy Stewart, the minutes of the May 27, 2026 Insurance Advisory Committee meeting were approved as presented.

Result: Approved by unanimous consent.

FINANCIAL STATEMENT / WARRANT APPROVAL

The Chair reviewed the packet financials with an ending monthly balance of approximately $4.5 million, a net loss for May of approximately $1.8 million, accounts receivable of approximately $1.9 million (since collected), total assets of approximately $11.4 million, and a warrant of bills paid totaling approximately $9.6 million. Current cash is approximately $3.5 to $3.6 million, with a CVS quarterly rebate pending. She explained that the June-to-July transition can be challenging because most units cannot remit payment until on or shortly after July 1 and because BCBS draws its payments at the beginning of the month, but expressed confidence that cash flow remained in a positive position.

EXECUTIVE COMMITTEE “AT LARGE” MEMBER VACANCY

The Chair noted that the Executive Committee, which is to consist of nine members, currently has eight, and invited nominations from the floor to fill the vacancy for the term running through the October elections. No nominations were offered.

TREASURER / STAFFING UPDATE

Vice Chair Emily Russo reported that the subcommittee had completed interviews and identified a strong candidate for the treasurer position, that a formal offer had been extended that week, and that the selected candidate was expected to begin in July and was proceeding through onboarding.

The Chair provided a staffing update, noting that part-time staff had assisted the office over the prior six months following the departure of an insurance account representative and that there would be a brief overlap as the new treasurer comes aboard. Following an operations review, the Wellness Initiative Director role held by Michele Komosa is being restructured into a combined position incorporating insurance account responsibilities. The office is expected to consist of three staff: the Insurance Administrator (currently Cindy), Michele Komosa’s new role, and the part-time treasurer. The Chair thanked Karen and Deb for their continued assistance.

AUDIT FY25 UPDATE

The FY25 audit is in progress. The auditing firm has completed its on-site visit and continues to test and request information, with a draft anticipated in advance of the September Insurance Advisory Committee meeting.

FY27 MEETING SCHEDULE

Monthly meetings will continue, held the second Wednesday of each month at 10:00 a.m. (November moves to a Thursday for Veterans Day), with Executive Committee meetings before and after each IAC meeting. The Hilb Group is now distributing the meeting invitations through Microsoft Teams, with the meeting packet attached.

ANNUAL ENROLLMENT, 2026

Cindy Graves reported the net results of open enrollment. On a net basis, 21 subscribers moved from the PPO to the HMO, spouse and dependent changes netted to 11 cancellations, and plan additions and cancellations netted to 33 plan cancellations.

FY27 STOP LOSS PROCUREMENT

Marianna Gil and Chris Bean presented the FY2027 stop loss marketing conducted in conjunction with AmWins. They started with an educational overview of stop-loss fundamentals covering the Trust's specific coverage (currently a $400,000 deductible on a 12/24 basis), why aggregate coverage is not recommended for a group of this size, and lasers (the incumbent carries four, representing approximately $1.77 million of liability above the specific deductible). Of thirteen carriers approached plus Blue Cross Blue Shield, firm quotes were received only from the incumbent, Ullico, and from Blue Cross Blue Shield.

At the $400,000 specific level, the Blue Cross Blue Shield proposal applied no lasers and no carve-out fees for a total annual cost of approximately $2.3 million (a 34.2% decrease from current), compared with the incumbent's approximately $2.5 million. A stress test of higher deductibles showed no advantage, so the $400,000 specific was retained. Additional advantages include elimination of approximately $1.77 million of known laser exposure, approximately $51,000 in fee relief, faster reimbursement of stop loss credits, and a 50% renewal cap.

> **MOTION:** On a motion by Barbara Miller, seconded by Paula Harrison, to award the FY2027 stop loss to Blue Cross Blue Shield at the $400,000 specific deductible.
>
> **Result: A roll call vote was taken with 67.34% in favor, 0.00% opposed, and 0.00% abstentions. Motion carried.**

FY27 BUDGET

The Chair and the Hilb Group reviewed the FY2027 budget. Income was updated for the twelve departing units and net annual enrollment changes, including quarterly pharmacy rebates. On expenses, prior discretionary bonuses are now rolled into base salary with a 2% cost-of-living adjustment, a separate administrator stipend is reviewed quarterly and not rolled into base, the treasurer is a new position, and total wages are down approximately $206,000. Placeholders were added for newly identified workers' compensation and liability coverage, as a lapsed policy requires entering a public risk pool. Other lines include the Hilb Group fee, audits, a legal placeholder, and IT and billing software. Chris reviewed the health insurance claim, settlement, pharmaceutical, Medicare prescription drug, and reinsurance lines, updated for actual July enrollments and the Blue Cross Blue Shield stop loss arrangement.

In response to questions from Dawn Scaparotti on fiduciary responsibility and the metrics members should monitor, the Hilb Group emphasized group wide claims pooling, member education, and monitoring of cost drivers such as cancer, musculoskeletal, and behavioral health; Heidi Fountain noted that the BCBS level monthly funding may be revisited after several months of post-July experience.

MOTION: On a motion by Barbara Miller, seconded by Tammy Wendolowski, to approve the FY2027 budget of $105,775,326

Result: **A roll call vote was taken with 68.34% in favor, 0.00% opposed, and 0.00% abstentions. Motion carried.**

POLICIES & PROCEDURES

Marianna presented three policies developed with the Executive Committee, each effective July 1, 2026 and expected to resolve the substantial majority of historical appeal requests:

- **Mandatory Medicare** — memorializes mandatory Medicare under M.G.L. c. 32B, § 18A — strongly encourages enrollment before age 65 but allows compliance within CMS initial and special enrollment periods without an appeal in unique circumstances.
- **Dependent Required Documentation** — restates existing requirements except newborns are now allowed up to 60 days to submit a birth certificate and/or Social Security number (the enrollment form and hospital certificate remain due within 30 days).
- **Appeal Request** — establishes a three-level process: the Insurance Administrator, then the Hilb Group, then an Executive Committee subcommittee for final determination.

MOTION: On a motion by Jan Ameen, seconded by Barbara Miller, to approve the Mandatory Medicare Policy, the Dependent Required Documentation Policy, and the Appeal Request Policy as presented

Result: **A roll call vote was taken with 68.27% in favor, 0.00% opposed, and 0.00% abstentions. Motion carried.**

OTHER BUSINESS

The Chair reminded the Committee that the Executive Committee will next meet on July 22 and that the next Insurance Advisory Committee meeting will be held on September 9, 2026

ADJOURNMENT

There being no further business, on a motion by Stacy Stewart, seconded by Shelley Poreda, the meeting was adjourned by unanimous consent at 11:47 a.m.

Prepared By:

Marianna Gil, Hilb Group

Hampshire County Group Insurance Trust
Profit Loss Budget vs. Actual
July 2026

	Jul 26	Budget	$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Income			
4001 · Health Insurance Premium	8,033,042.25	8,132,600.00	-99,557.75
4004 · Reinsurance Rebate	9,915.23	0.00	9,915.23
Total 4000 · Income	8,042,957.48	8,132,600.00	-89,642.52
Total Income	8,042,957.48	8,132,600.00	-89,642.52
Expense			
5000 · Salary			
5001 · Insurance Administrator	12,200.77	8,967.50	3,233.27
5002 · Stipend	3,210.00	866.67	2,343.33
5003 · Wellness Initiative Director	9,646.93	7,055.00	2,591.93
5004 · Treasurer	1,083.34	1,083.33	0.01
5005 · Bonus/Vacation Buy Back	10,523.07	0.00	10,523.07
Total 5000 · Salary	36,664.11	17,972.50	18,691.61
5100 · Payroll Taxes			
5101 · FICA	517.39	500.00	17.39
5102 · Mass Unemploy Health	13.88	83.33	-69.45
Total 5100 · Payroll Taxes	531.27	583.33	-52.06
5200 · Benefits			
5201 · Health Insurance	6,740.00	2,827.50	3,912.50
5202 · Insurance (Dental,Vision,Life)	742.76	130.77	611.99
5203 · Retiree Health & Other	0.00	1,510.04	-1,510.04
5204 · Contributory Retirement	134,122.79	131,682.00	2,440.79
Total 5200 · Benefits	141,605.55	136,150.31	5,455.24
5300 · Insurance Expense			
5301 · Workers' Compensation	359.00	2,500.00	-2,141.00
5302 · Liability and Property	0.00	2,500.00	-2,500.00
Total 5300 · Insurance Expense	359.00	5,000.00	-4,641.00
5350 · Building/Facilities			
5351 · Rent Expense	1,000.00	1,000.00	0.00
5352 · Telephone/Internet Expense	386.61	500.00	-113.39
Total 5350 · Building/Facilities	1,386.61	1,500.00	-113.39
5400 · Contracted Services			
5401 · Executive Consultant	31,428.29	15,714.00	15,714.29
5403 · Legal Services	0.00	500.00	-500.00
5404 · Computer Services	5,963.08	4,166.67	1,796.41
5405 · IT Services	0.00	2,916.67	-2,916.67
Total 5400 · Contracted Services	37,391.37	23,297.34	14,094.03
5500 · Miscellaneous			
5501 · Wellness	0.00	458.33	-458.33
5502 · Payroll Processing	167.31	166.67	0.64

Hampshire County Group Insurance Trust
Profit Loss Budget vs. Actual
July 2026

	Jul 26	Budget	$ Over Budget
5503 · Computer Supplies/Hardware	0.00	291.67	-291.67
5504 · Postage and Delivery	0.00	41.67	-41.67
5506 · Bonds	0.00	83.33	-83.33
5507 · Travel Expense	0.00	83.33	-83.33
5508 · Office/Other Supplies	0.00	458.33	-458.33
Total 5500 · Miscellaneous	167.31	1,583.33	-1,416.02
5800 · Insurance			
5801 · Health Insurance Claims	5,594,000.00	5,694,166.67	-100,166.67
5802 · Health Insurance Settlement	304,619.93	204,564.58	100,055.35
5803 · Pharmaceutical Claims	1,604,633.54	1,823,333.33	-218,699.79
5804 · Blue Medicare RX PDP	764,668.35	705,952.17	58,716.18
5805 · CanaRx	8,348.12	15,000.00	-6,651.88
5806 · ElectRX	0.00	8,333.33	-8,333.33
5807 · PCORI	36,089.27	3,418.67	32,670.60
5808 · Reinsurance	196,375.72	197,459.67	-1,083.95
Total 5800 · Insurance	8,508,734.93	8,652,228.42	-143,493.49
Total Expense	8,726,840.15	8,838,315.23	-111,475.08
Net Ordinary Income	-683,882.67	-705,715.23	21,832.56
Other Income/Expense			
Other Income			
8000 · Non-Operating Revenues			
8005 · Interest Income	9,543.22	5,000.00	4,543.22
Total 8000 · Non-Operating Revenues	9,543.22	5,000.00	4,543.22
Total Other Income	9,543.22	5,000.00	4,543.22
Net Other Income	9,543.22	5,000.00	4,543.22
Net Income	**-674,339.45**	**-700,715.23**	**26,375.78**

Hampshire County Group Insurance Trust
Accounts Payable List by Vendor
July 2026

Type	Date	Num	Memo	Amount
ACSA Group Insurance				
Bill Pmt -Check	07/03/2026	7299	7/1/26 to 7/31/26	-329.38
AFS Associates, Inc				
Bill Pmt -Check	07/13/2026	7302	07/07/2026	-900.00
BCBS				
Check	07/03/2026	Wire		-5,898,619.93
Check	07/28/2026	Wire	July BCBS Stop Loss	-196,375.72
Blue MedicareRX				
Check	07/31/2026	Wire	June Premiums	-764,668.35
Boston Mutual Life Ins				
Bill Pmt -Check	07/03/2026	7300	July 2026	-42.00
CanaRx Group Inc				
Bill Pmt -Check	07/03/2026	7301	June 16, 2026 - June 30, 2026	-7,995.32
Bill Pmt -Check	07/21/2026	7306	July 01, 2026 - July 15, 2026	-352.80
Checkwriters				
Check	07/01/2026		PR Dated 7/2/26	-63.41
Check	07/01/2026		PR Dated 7/2/26	-3,885.97
Check	07/01/2026		PR Dated 7/2/26	-13,793.52
Check	07/15/2026		PR Dated 7/16/26	-51.46
Check	07/15/2026		PR Dated 7/16/26	-6,062.39
Check	07/15/2026		PR Dated 7/16/26	-1,675.05
Check	07/29/2026		PR Dated 7/30/26	-6,552.37
Check	07/29/2026		PR Dated 7/30/26	-52.44
Check	07/29/2026		PR Dated 7/30/26	-1,758.14
CMS, LLC				
Bill Pmt -Check	07/21/2026	7307	06/13/26-07/12/26	-98.02
Comcast				
Check	07/03/2026	Online Pymt	7/1/26-7/31/26	-288.59
CVS Caremark				
Check	07/03/2026	Wire	6/24/26-6/30/26	-563,943.32
Check	07/22/2026	Wire	7/1/26-7/9/26	-202,481.28
Check	07/22/2026	Wire	7/10/26-7/15/26	-399,589.66
Check	07/27/2026	Wire	7/16/26-7/23/26	-438,619.28
Edward Haber				
Bill Pmt -Check	07/13/2026	7303	1434 07/09/2026	-4,000.00
Hampshire Council of Governments				
Bill Pmt -Check	07/21/2026	7308	VOID: 8/01/2026-8/31/2026	0.00
Hampshire County Group Insurance Trust				
Bill Pmt -Check	07/21/2026	7309	8/01/2026-8/31/2026	-6,740.00
Hampshire County Retirement System				
Bill Pmt -Check	07/13/2026	7304	FY2027 Appropriation	-131,682.00
Bill Pmt -Check	07/27/2026	7310	July 2026	-2,440.79
M&B Holding Company LLC				
Check	07/03/2026	ESB	July Rent	-1,000.00
NetLogix				
Check	07/22/2026	Online Pymt	July	-1,963.08
The HILB Group				
Bill Pmt -Check	07/13/2026	7305	11992034 05/07/2026	-15,714.00
United States Treasury				
Bill Pmt -Check	07/27/2026	7311	Form 720 EIN 84-1749425 Q2 ...	-35,189.27
WCRIBMA (Workers's Comp)				
Check	07/01/2026	Online Pymt	Coverage 7/1/26-6/30/27	-359.00

Total: $8,707,284.54

Hampshire County Group Insurance Trust
Monthly Transaction Detail
June 30 through July 31, 2026

	Type	Date	Num	Name	Memo	Amount	Balance
1008 · M&T Bank							
					Opening Balance		3,454,595.32
	Transfer	07/01/2026	Transfer		Bank Transfer	5,000,000.00	8,454,595.32
	Check	07/01/2026		Checkwriters	PR Dated 7/2/26	-63.41	8,454,531.91
	Check	07/01/2026		Checkwriters	PR Dated 7/2/26	-3,885.97	8,450,645.94
	Check	07/01/2026		Checkwriters	PR Dated 7/2/26	-13,793.52	8,436,852.42
	Deposit	07/02/2026			Deposit	16,397.64	8,453,250.06
	Check	07/03/2026	Wire	BCBS		-5,898,619.93	2,554,630.13
	Check	07/03/2026	Wire	CVS Caremark	6/24/26-6/30/26	-563,943.32	1,990,686.81
	Deposit	07/03/2026			Deposit	7,263.38	1,997,950.19
	Deposit	07/07/2026			Deposit	9,284.00	2,007,234.19
	Check	07/15/2026		Checkwriters	PR Dated 7/16/26	-51.46	2,007,182.73
	Check	07/15/2026		Checkwriters	PR Dated 7/16/26	-6,062.39	2,001,120.34
	Check	07/15/2026		Checkwriters	PR Dated 7/16/26	-1,675.05	1,999,445.29
	Deposit	07/17/2026			Deposit	37.38	1,999,482.67
	Deposit	07/20/2026			Deposit	336,600.62	2,336,083.29
	Check	07/22/2026	Wire	CVS Caremark	7/1/26-7/9/26	-202,481.28	2,133,602.01
	Check	07/22/2026	Wire	CVS Caremark	7/10/26-7/15/26	-399,589.66	1,734,012.35
	Deposit	07/23/2026			Deposit	2,651.85	1,736,664.20
	Check	07/27/2026	Wire	CVS Caremark	7/16/26-7/23/26	-438,619.28	1,298,044.92
	Deposit	07/27/2026			Deposit	490,583.19	1,788,628.11
	Check	07/28/2026	Wire	BCBS	July BCBS Stop Loss	-196,375.72	1,592,252.39
	Deposit	07/28/2026			Deposit	465,830.34	2,058,082.73
	Transfer	07/29/2026	Transfer		Bank Transfer	5,500,000.00	7,558,082.73
	Check	07/29/2026		Checkwriters	PR Dated 7/30/26	-6,552.37	7,551,530.36
	Check	07/29/2026		Checkwriters	PR Dated 7/30/26	-52.44	7,551,477.92
	Check	07/29/2026		Checkwriters	PR Dated 7/30/26	-1,758.14	7,549,719.78
	Deposit	07/31/2026			Deposit	25,827.36	7,575,547.14
	Deposit	07/31/2026			Interest	3,342.94	7,578,890.08
Total 1008 · M&T Bank							
TOTAL						4,124,294.76	7,578,890.08

	Type	Date	Num	Name	Memo	Amount	Balance
1007 · TruNorth Bank (ESB)							
					Opening Balance		3,109,140.80
	Check	46204	Online Pymt	WCRIBMA (Workers's Comp)	Coverage 7/1/26-6/30/27	-359.00	3,108,781.80
	Deposit	46204			Deposit	6,407.00	3,115,188.80
	Deposit	46204			Deposit	112,859.00	3,228,047.80
	Deposit	46204			Deposit	3,770.00	3,231,817.80
	Deposit	46204			Deposit	8,530.00	3,240,347.80
	Deposit	46204			Deposit	25,734.00	3,266,081.80
	Deposit	46204			Deposit	82,627.00	3,348,708.80
	Deposit	46204			Deposit	3,080.00	3,351,788.80
	Deposit	46204			Deposit	840,038.58	4,191,827.38
	Deposit	46204			Deposit	78,093.00	4,269,920.38
	Deposit	46204			Deposit	39,785.00	4,309,705.38
	Deposit	46204			Deposit	137,773.60	4,447,478.98
	Deposit	46204			Deposit	303,523.13	4,751,002.11
	Deposit	46204			Deposit	306,875.59	5,057,877.70
	Deposit	46204			Deposit	81,377.04	5,139,254.74
	Deposit	46204			Deposit	9,946.00	5,149,200.74
	Deposit	46204			Deposit	127,692.00	5,276,892.74
	Deposit	46204			Deposit	71,278.65	5,348,171.39
	Transfer	46204			Bank Transfer	-5,000,000.00	348,171.39
	Deposit	46205			Deposit	265,309.00	613,480.39
	Deposit	46205			Deposit	297,151.00	910,631.39

Hampshire County Group Insurance Trust
Monthly Transaction Detail
June 30 through July 31, 2026

Type	Date	Num	Name	Memo	Amount	Balance
Deposit	46205			Deposit	97,110.00	1,007,741.39
Deposit	46205			Deposit	27,045.00	1,034,786.39
Deposit	46205			Deposit	341,319.64	1,376,106.03
Deposit	46205			Deposit	17,629.00	1,393,735.03
Deposit	46205			Deposit	323,016.40	1,716,751.43
Bill Pmt -Check	46206	7299	ACSA Group Insurance	7/1/26 to 7/31/26	-329.38	1,716,422.05
Bill Pmt -Check	46206	7300	Boston Mutual Life Ins	July 2026	-42.00	1,716,380.05
Bill Pmt -Check	46206	7301	CanaRx Group Inc	June 16, 2026 - June 30, 2026	-7,995.32	1,708,384.73
Check	46206	Online Pymt	Comcast	7/1/26-7/31/26	-288.59	1,708,096.14
Check	46206	ESB	M&B Holding Company LLC	July Rent	-1,000.00	1,707,096.14
Deposit	46206			Deposit	15,349.00	1,722,445.14
Deposit	46209			Deposit	181,829.65	1,904,274.79
Deposit	46210			Deposit	41,524.00	1,945,798.79
Deposit	46212			Deposit	919,031.30	2,864,830.09
Bill Pmt -Check	46216	7302	AFS Associates, Inc	07/07/2026	-900.00	2,863,930.09
Bill Pmt -Check	46216	7303	Edward Haber	1434 07/09/2026	-4,000.00	2,859,930.09
Bill Pmt -Check	46216	7304	Hampshire County Retirement System	FY2027 Appropriation	-131,682.00	2,728,248.09
Bill Pmt -Check	46216	7305	The HILB Group	11992034 05/07/2026	-15,714.00	2,712,534.09
Deposit	46217			Deposit	14,786.00	2,727,320.09
Deposit	46218			Deposit	76,934.13	2,804,254.22
Deposit	46219			Deposit	9,946.00	2,814,200.22
Deposit	46223			Deposit	125,858.80	2,940,059.02
Deposit	46223			Deposit	173,625.00	3,113,684.02
Deposit	46223			Deposit	6,407.00	3,120,091.02
Bill Pmt -Check	46224	7306	CanaRx Group Inc	July 01, 2026 - July 15, 2026	-352.80	3,119,738.22
Bill Pmt -Check	46224	7307	CMS, LLC	06/13/26-07/12/26	-98.02	3,119,640.20
Bill Pmt -Check	46224	7308	Hampshire Council of Governments	VOID: 8/01/2026-8/31/2026	0.00	3,119,640.20
Bill Pmt -Check	46224	7309	Hampshire County Group Insurance Trust	8/01/2026-8/31/2026	-6,740.00	3,112,900.20
Check	46225	Online Pymt	NetLogix	July	-1,963.08	3,110,937.12
Deposit	46226			Deposit	6,875.00	3,117,812.12
Deposit	46226			Deposit	923,581.29	4,041,393.41
Deposit	46226			Deposit	82,038.00	4,123,431.41
Deposit	46226			Deposit	20,077.00	4,143,508.41
Deposit	46226			Deposit	242,616.00	4,386,124.41
Deposit	46227			Deposit	15,030.00	4,401,154.41
Deposit	46227			Deposit	336,891.67	4,738,046.08
Bill Pmt -Check	46230	7310	Hampshire County Retirement System	July 2026	-2,440.79	4,735,605.29
Bill Pmt -Check	46230	7311	United States Treasury	Form 720 EIN 84-1749425 Q2 2026	-35,189.27	4,700,416.02
Deposit	46230			Deposit	4,265.00	4,704,681.02
Deposit	46231			Deposit	7,823.00	4,712,504.02
Deposit	46231			Deposit	290,559.00	5,003,063.02
Deposit	46231			Deposit	833,638.23	5,836,701.25
Deposit	46231			Deposit	90,533.00	5,927,234.25
Deposit	46231			Deposit	297,480.16	6,224,714.41
Deposit	46231			Deposit	14,036.00	6,238,750.41
Transfer	46232			Bank Transfer	-5,500,000.00	738,750.41
Deposit	46232			Deposit	14,682.00	753,432.41
Deposit	46232			Deposit	36,282.00	789,714.41
Deposit	46232			Deposit	119,930.24	909,644.65
Deposit	46232			Deposit	237,370.00	1,147,014.65
Deposit	46233			Deposit	75,827.00	1,222,841.65
Deposit	46233			Deposit	13,781.00	1,236,622.65
Deposit	46233			Deposit	20,599.00	1,257,221.65
Deposit	46233			Deposit	97,110.00	1,354,331.65
Deposit	46233			Deposit	9,510.00	1,363,841.65
Check	46234	Wire	Blue MedicareRX	June Premiums	-764,668.35	599,173.30

Hampshire County Group Insurance Trust
Monthly Transaction Detail
June 30 through July 31, 2026

	Type	Date	Num	Name	Memo	Amount	Balance
	Deposit	46234			Deposit	66,059.33	665,232.63
	Deposit	46234			Deposit	1,033,194.00	1,698,426.63
	Deposit	46234			Deposit	18,357.00	1,716,783.63
	Deposit	46234			Deposit	267,763.00	1,984,546.63
	Deposit	46234			Deposit	24,744.00	2,009,290.63
	Deposit	46234			Deposit	8,530.00	2,017,820.63
	Deposit	46234			Deposit	3,770.00	2,021,590.63
	Deposit	46234			Deposit	14,463.67	2,036,054.30
	Deposit	46234			Deposit	92,708.63	2,128,762.93
	Deposit	46234			Interest	5,226.59	2,133,989.52
Total 1007 · TruNorth Bank (ESB)							
TOTAL						-975,151.28	2,133,989.52

	Type	Date	Num	Name	Memo	Amount	Balance
1012 · TruNorth (ESB) CD OPEB							
					Opening Balance		347,445.99
	General Journal	46234	90-kpl		July Interest	973.69	348,419.68
Total 1012 · TruNorth (ESB) CD OPEB						973.69	348,419.68
TOTAL							
TOTAL JULY 2026						3,150,117.17	10,061,299.28

Hampshire County Group Insurance Trust
A/R Aging Summary
As of July 31, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Brookfield	0.00	119,113.00	0.00	0.00	0.00	119,113.00
Chesterfield/Goshen RSD	0.00	39,566.00	0.00	0.00	0.00	39,566.00
Conway	0.00	94,082.00	0.00	0.00	0.00	94,082.00
Franklin REG. Retirement SYS.	0.00	-475.13	0.00	0.00	0.00	-475.13
Hadley	0.00	297,131.08	0.00	0.00	0.00	297,131.08
Hilltown CDC	0.00	16,424.00	0.00	0.00	0.00	16,424.00
New Salem/Wendell USD	0.00	120,814.00	0.00	0.00	0.00	120,814.00
Orange	0.00	321,147.00	0.00	0.00	0.00	321,147.00
TOTAL	**0.00**	**1,007,801.95**	**0.00**	**0.00**	**0.00**	**1,007,801.95**

Trust Exits Effective 7/1/2026 – Deposit Balances

	Bernardston	Charlton	Chesterfield	Dudley	FC Tech	FRCOG	GCVS	Leyden	Pioneer Valley	Southampton	Southwick	SWSC	Totals
Original Deposit Amt	$ (2,270.00)	$ (250,000.00)	$ (4,163.00)	$ (200,000.00)	$ (307,520.00)	$ (11,728.00)	$ (3,570.00)	$ (426.00)	$ (328,581.00)	$ (26,463.00)	$ (112,859.00)	$ (495,227.00)	**$ (1,742,807.00)**
July Prem Invoice	$ -	$ 44.98	$ -	$ -	$ 5,832.19	$ (2,113.32)	$ (2,344.00)	$ -	$ -	$ 544.00	$ -	$ (3,352.49)	**$ (1,388.64)**
Pymt Rcvd/Cr Sent	$ -	$ (44.98)	$ -	$ -	$ (5,832.19)	$ 2,113.32	$ -	$ -	$ -	$ (544.00)	$ -	$ -	**$ (4,307.85)**
Aug Prem Invoice	$ -	$ -	$ -	$ -	$ -	$ -	$ 1,007.00	$ -	$ -	$ -	$ -	$ (401.10)	**$ 605.90**
July 2026 Claims	$ 31,726.98	$ 235,111.28	$ 1,739.71	$ 65,692.50	$ 179,916.11	$ 13,346.70	$ 135,191.58	$ 652.01	$ 76,546.82	$ 46,770.60	$ 44,985.51	$ 169,623.11	**$ 1,001,302.91**
Aug 2026 Claims													**$ -**
Sept 2026 Claims													**$ -**
Oct 2026 Claims													**$ -**
Nov 2026 Claims													**$ -**
Dec 2026 Claims													**$ -**
Balance Total	**$ 29,456.98**	**$ (14,888.72)**	**$ (2,423.29)**	**$ (134,307.50)**	**$ (127,603.89)**	**$ 1,618.70**	**$ 130,284.58**	**$ 226.01**	**$ (252,034.18)**	**$ 20,307.60**	**$ (67,873.49)**	**$ (329,357.48)**	**$ (746,594.68)**
Unit Going To:	GIC	Mass Strategic	GIC	Mass Strategic	Fern Rock	GIC	Cigna	GIC	GIC	GIC	Fern Rock	MIIA	

MEMORANDUM

To: All Member Units

From: HCGIT Executive Committee

Date: July 1, 2026

Subject: HCGIT: Utilization Data Request Policy

Purpose

The purpose of this policy is to establish a standardized, equitable, and administratively sustainable framework for member entities requesting health plan utilization data from the Hampshire County Group Insurance Trust ("Trust").

The Trust's policy builds on that framework by:

- Ensuring consistent access across all member entities
- Protecting shared Trust resources and administrative capacity
- Preserving the integrity of the pooled risk model
- Avoiding duplicative or excessive custom reporting requests

Policy Statement

Each participating entity within HCGIT is permitted: **One (1) utilization data request per plan year**

This limitation applies regardless of:

- Number of departments or bargaining units within the entity
- Whether requests are modified or resubmitted

Definition of a Data Request

A "data request" is defined as any custom, non-standard reporting or analysis that requires carrier, PBM, or Trust-level resources beyond routine Trust-wide reporting.

This includes, but is not limited to:

- Claims experience reports beyond standard Trust-wide monthly/quarterly dashboards
- High-cost claimant or large loss reports beyond standard Trust-wide monthly/quarterly dashboards

Submission Requirements

Requests must be submitted directly by the member unit; submissions from brokers, consultants, or other third parties on behalf of a unit will not be accepted.

All data requests must be submitted in writing to the Trust Administrator and include:

- Specific data elements requested
- Time period(s) requested

- Required format and timing

The Trust reserves the right to:
- Request clarification
- Refine scope to align with available data
- Consolidate overlapping requests

Review and Approval
All requests are subject to review by the Trust (in coordination with carriers/PBMs as needed) based on:
- Alignment with permitted uses
- Administrative feasibility
- Cost and resource impact
- Data privacy and compliance considerations

Approval is at the discretion of the Trust.

In limited circumstances, a member unit may submit a written request for an exception to this policy, which will be reviewed by the HCGIT Executive Committee, with decisions based on equity, resource availability, and alignment with Trust objectives.

Timing and Delivery
- Standard turnaround time is 4-6 weeks, based on carrier and PBM processing timelines and the complexity of the request.
- Requests tied to renewal or statutory deadlines will be prioritized where feasible

Cost Allocation
If a request results in additional vendor or administrative costs:
- The requesting entity may be responsible for those costs
- The Trust will notify the entity in advance of any charges

Data Privacy and Confidentiality
All data provided will:
- Comply with applicable privacy laws (HIPAA and related standards)
- Be de-identified or aggregated where required
- Exclude personally identifiable information

Entities are responsible for ensuring appropriate internal handling and use of data.

Trust-Level Equity and Pool Integrity
Given HCGIT's shared risk pool structure, this policy is intended to:
- Prevent disproportionate access to data by any single entity
- Avoid fragmentation of Trust-wide strategy
- Maintain focus on collective performance over individual entity optimization

FY2027 HEALTH INSURANCE UPDATE

Hampshire County Group Insurance Trust Review

Insurance Advisory Committee Meeting

September 9, 2026

FY2027 Strategy & Renewal

The strategy map that keeps costs in check and the renewal recommendations for the year ahead.

Key Cost-Saving Strategies

Benefits Administration

Pharmacy Management

Data Analytics

Point Solutions — Chronic Disease

Health Management

Benefits Technology

Member Engagement & Communications

HCGIT Member Unit Expansion

Renewal Recommendations

Vendor & Network Stability

Remain with BCBSMA — preserving cost competitiveness, quality service, and network continuity for members.

Pharmacy Benefit Strategy

Move Rx to Employers Health (CVS coalition) for stronger contracts and rebates amid rising drug costs.

$3.4M projected savings

Plan Design & Cost Management

Introduce a $250 / $500 deductible and modest copay increases, aligned to municipal benchmarks.

Financial Stability & Rate

Adjust FY2027 rates to reflect medical trend and actuarial analysis while rebuilding Trust reserves.

12.48% rate increase

Stop Loss Program

How a self-funded Trust protects itself against catastrophic claims and the FY2027 award recommendation.

FY2027 Stop Loss Award

RECOMMENDATION

Award the FY27 stop loss program to **Blue Cross Blue Shield of Massachusetts** at the current **$400,000 specific deductible — the most competitive total cost of risk, with no lasers, fee relief, faster reimbursement, and stronger renewal protections.**

No added risk to the Trust

Same $400,000 specific deductible as today — per-claimant retention is unchanged.

Every laser eliminated

Removes $1.77M of known catastrophic exposure; the proposal carries no lasers.

Lowest cost at current risk

−$1.23M total cost of risk (−34%) vs. the in-force program, at the same deductible.

Meaningful fee relief

Eliminates the $13,200 reporting fee and reduces the administrative fee ~2.5% (≈$51K).

Significantly faster reimbursement

As the integrated medical carrier, BCBSMA credits reimbursement on next month's invoice.

Stronger renewal protection

No new lasers at renewal and a 50% renewal rate cap limit future volatility.

Financial Position

Reserves, the FY2027 rate impact, and the Trust's outlook.

The Rate Adjustment in Context

FY2027 RATE INCREASE

12.48%

with modest benefit design changes for FY2027

Reflects medical trend

Set by actuarial analysis of the Trust's own claims and prevailing medical cost trend.

Offset by pharmacy savings

The move to the CVS coalition is expected to save $3.4M, softening the underlying trend.

Aligned to benchmarks

New $250 / $500 deductibles and modest copays keep the plan competitive with peers.

Rebuilds reserves

Adjustments protect against unexpected claims and recover financial losses from FY26.

FINANCIAL POSITION

Financial Health & Outlook

$6,911,182

Trust ending balance, June 2026

Balanced

FY2027 operating budget for the Trust

>$1M

Projected FY2027 surplus (conservatively)

A stable, well-funded Trust. FY2027 rate adjustments build the Trust's reserves — providing protection against unexpected claims activity and facilitating recovery of the financial losses experienced in FY26.

Appendix

GROUP

Hampshire County Group Insurance Trust

Retrospective Two Year Claims Analysis

Effective July 1, 2026

Rx Vendor: Employers Health

		Blue Care Elect			Network Blue			Total		
Experience Period		1/1/2025-12/31/2025		1/1/2024-12/31/2024	1/1/2025-12/31/2025		1/1/2024-12/31/2024	1/1/2025-12/31/2025		1/1/2024-12/31/2024
Claims/Enrollment										
Current Subscribers:	4,063		815			3,248				
Claims/Enrollment										
Medical Claims Expense (incl. Runout)		$16,007,664		$14,627,526	$52,889,624		$43,947,016	$68,897,289		$58,574,541
Pharmacy Claims Expense - Less Weight Loss GLP1s		$5,528,639		$3,971,890	$21,546,708		$17,303,705	$27,075,347		$21,275,594
Claims in Excess of	$400,000	($295,029)		($688,122)	($2,278,954)		($1,150,164)	($2,573,983)		($1,838,286)
Net Claims Expense for Experience Period		$21,241,274		$17,911,293	$72,157,379		$60,100,557	$93,398,653		$78,011,850
Subscriber Months		10,448		10,312	38,755		38,631	49,203		48,943
PEPM		$2,033.05		$1,736.94	$1,861.89		$1,555.76			
Adjustment to Incurred	1.03	$2,094.04		$1,789.04	$1,917.74		$1,602.43			
Projected Claims (Combined Annual Trend: 10.85%)		$2,443.94		$2,314.97	$2,238.19		$2,073.50			
Current Period: 18 months / Prior Period: 30 months		(16.7%)		(29.4%)	(16.7%)		(29.4%)			
Experience Period Weighting		100%		0%	100%		0%			
Weighted Projected Claims Per Employee Per Month			$2,443.94			$2,238.19				
Fixed Costs (1)			$125.08			$125.08				
Total Projected Rate Year PEPM			$2,569.02			$2,363.27				
Total Projected Rate Year Annualized			$25,125,049			$92,110,779			$117,235,828	
Rx Rebates/Discounts	($12,256,763) (excl. GLP1s)		($2,502,764)			($9,753,999)			($12,256,763)	
Lasered Claimants (2)			$555,000			$1,175,000			$1,730,000	
Total Projected Rate Year for Status Quo Net of Rebates			$23,177,285			$83,531,780			$106,709,065	
Current Working Rates			$22,414,848			$78,059,628			$100,474,476	
Change to Working Rates: $			$762,437			$5,472,152			$6,234,589	
Change to Working Rates: $			3.40%			7.01%			6.21%	
Factor for Eliminated Population as of 1/16/26	1.20%								7.48%	
Recommended Margin	5.00%								12.48%	