

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Insurance Advisory Committee

Meeting Notice and Agenda

October 7, 2020

10:00 A.M.

Via ZOOM Teleconference

Call to Order	RK
Approval of Minutes of July 2020	RK
Financial Report (Vote) Month of August/September 2020 Income & Expenses & Operating Expenses For Trust and Wellness Initiative	KK
Wellness	MK
September Expenditures (vote)	JS
American Fidelity – Matt Sussman	JS
Revised Trust Agreement	JS
Medex2 w/PDP 2021 Rate (vote)	JS
Rx Discounting Negotiations	JS
Covid Update	JS
Audit	JS
Administrative	JS
Executive Committee Elections (vote)	JS
Adjournment	RK

Meeting Schedule

Executive Committee – November 18, 2020, 9:00 a.m., via Zoom

Executive Committee – December 16, 2020, 9:00 a.m., via Zoom

Executive Committee – January 20, 2021, 9:00 a.m., via Zoom

Insurance Advisory Committee – January 27, 2021, 10:00 a.m., via Zoom

ZOOM MEETING INFO:

Topic: Insurance Advisory Committee Meeting

Time: Oct 7, 2020 10:00 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us02web.zoom.us/j/82042848625?pwd=b2NDeHhiUk1heHRWOST4REFnd2xRdz09>

Meeting ID: 820 4284 8625

Passcode: 531281

One tap mobile

+16465588656,,82042848625#,,,,,0#,,531281# US (New York)

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Dial by your location

+1 646 558 8656 US (New York)

+1 301 715 8592 US (Germantown)

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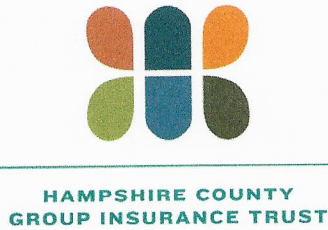
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Meeting ID: 820 4284 8625

Passcode: 531281

Find your local number: <https://us02web.zoom.us/j/kd4kBb5vnf>



TO: All Member Trust Units

RE: **Minutes of July 15, 2020**
Insurance Advisory Committee
Via Zoom Teleconference

MEMBERS PRESENT:

Rebecca Herzog	Catherine Levreault	Lisa Banner
Jane Wolfe	Lisa Blackmer	Lynn Dyer
Kathe Warden	Leann Fanion	Paula Harrison
Barbara Hancock	Richard Carmignani Jr.	Emily Russo
Bryan Smith	Russ Kaubris	Linda Gross
Maureen Humphrey	Joan Zuzgo	Patricia Rutkowski
Virginia Gabert	Linda Blodgett	Cheryl Clark
Gabriele Volker	Megan Young	Melissa Murphy
Sues' Anne Jason	Janice Boudreau	Angelina Bragdon
Becky Torres	Michael Sullivan	Jennifer Day
Michelle Hill	Stephanie Douglas	Lynn Sibley
Nathan Rosewarne		

OTHERS PRESENT:

Joseph Shea	Karen Karowski	Cynthia Smith
Michele Komosa	Trish Barnes	Mary Houle
Lynn Kane		

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.

A roll call of all those present on the conference was taken to determine a quorum.

Chairman Russ Kaubris called the meeting to order at 10:04 a.m. with a quorum present of 74.25% of the weighted vote.

APPROVAL OF MINUTES

Chairman Russ Kaubris requested that the minutes of January 15, 2020 be approved by unanimous consent, all were in favor.

FINANCIAL REPORT

Month of June 2020

Karen Karowski presented the Financial Report showing a starting cash balance for June of \$6,651,903.83 with a total monthly income of \$3,229,573.83. The monthly expenses totaled \$5,509,109.98 leaving a total net monthly income of (\$2,279,536.15). The accounts receivable balance was \$3,671,424.81 which if paid on time would have left us with a balance of \$36,757,529.21.

Investments and CD's for June 2020

Karen also reported that the investments portfolio value was \$10,961,001.00 with a market change of \$150,894.79 leaving a total of \$11,111,895.79. Karen also reported a starting balance in CD's of \$12,999,026.05, leaving interest earned of \$18,295.16, with a balance of \$13,017,321.21.

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

JUNE EXPENDITURES

Joe provided a spreadsheet of all the expenditures for the month of June for review.

Chairman Russ Kaubris requested that the list of June expenditures be approved by unanimous consent, all were in favor.

WELLNESS UPDATE

There was no Wellness update at this time. For Wellness program information, please contact Michele Komosa by email at michelek@hcgit.org.

REINSURANCE FY-21

Joe reviewed the reinsurance claims for FY20 stating one case alone is just shy of \$1 million. Joe stated the reinsurance was put out to bid for FY21 and only 3 bids were competitively returned: from Gerber (our current carrier), HM Life and BCBS. BCBS put forth the best quote for renewal at the same stop loss amount of \$275,000. It was the Executive Committee's recommendation to contract with BCBS for FY21.

Lisa Blackmer made a motion to change from Gerber to BCBS for reinsurance for FY21 at a stop loss of \$275,000. This was seconded by Richard Carmignani Jr. A roll call vote was taken with all in favor.

BUDGET FY-21

Joe provided a draft of the budget for FY21 explaining a few adjustments compared to last year of a decrease to legal expenses, an increase to surety bonds and a decrease to IT services. Overall, there was a decrease to the budget. Joe also explained the budget does not include the potential IT expenses to replace the server and/or the billing system.

Michelle Hill made a motion to accept the FY-21 budget as presented in the amount of \$594,920.00. This was seconded by Paula Harrison. A roll call vote was taken with all in favor.

RX SAVINGS ANALYSIS

Joe presented an overview received from John Garrish regarding the savings the Trust has seen since having the RX analysis performed. Joe stated the Trust has saved \$5 million in the last 2 years and is projected to save another \$3 million this year. Our contract is set to expire in March 2021. Joe is hopeful to renew our contract and target the specialty brand, tier 3, drugs next as it accounts for 60% of our RX expense.

ADMIN REMINDERS

Joe went over a few administration reminders which were included in the agenda packet stressing the importance of submitting information timely to the Trust office.

COVID-19 IMPACTS

Joe stated Trust staff continues to work limited rotating shifts in the office and remain available anytime via email from home.

Joe explained he received a preliminary report in May from BCBS showing under 10 Trust subscribers received Covid testing. He explained it will be a while before we truly know the impact Covid has had on the Trust. Joe stated we were aware of one local facility that was charging members copays for testing, but they are not supposed to. Any Covid testing or related treatment is to be paid for at no expense to the subscribers. BCBS was reaching out to the facility to correct this.

ADJOURNMENT

Chairman Russ Kaubris requested to adjourn the meeting at 10:47 a.m. by unanimous consent, all were in favor.

Respectfully submitted,
Cynthia Smith

Meeting Schedule

Executive Committee	August 2020, TBD	
Executive Committee	September 23, 2020, 9:00 a.m.	98 King Street, Northampton
Insurance Advisory Comm.	October 7, 2020, 10:00 a.m.	TBD

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

INCOME AND EXPENSE REPORT

2020

ITEMS	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST
Starting Cash Balance	\$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	\$7,543,699.71
Adjustments												
Total Starting Balance	\$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	\$7,543,699.71
MONTHLY INCOME												
Total Premium Collected	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	8,777,447.03	5,740,722.88
Interest Income (MMDT)	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	976.54	1,334.02
Other Income or Adjustments	(23,042.23)	(10,637.79)	(10,815.29)									
BCBS SR Premium Collected												
TOTAL MONTHLY INCOME	5,763,572.37	5,878,253.58	5,047,493.65	7,213,456.62	6,216,179.22	5,390,197.86	6,238,824.24	4,578,035.56	6,545,463.15	3,229,573.83	8,778,423.57	5,742,056.90
MONTHLY EXPENSES												
BCBS Admin Cost (estimate)												
Claim Deposit	5,000,000.00	5,000,000.00	5,000,000.00	5,000,000.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00	5,072,300.00
Reinsurance (Ind.&Aggs.)	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)	(56,983.26)	166,774.94
BCBS Settlement			943,254.14			860,319.75			698,306.45			(2,213,692.19)
Recon adjust w/Finance												
BCBS Sr Premium Paid												
Other Exp. & Claim Settlement	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	459,151.18	433,246.14
Total Plan Expenses	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	5,474,467.92	3,458,628.89
Total Unit Operating Expenses	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	132,623.62	48,742.78
TOTAL MONTHLY EXPENSES	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	5,607,091.54	3,507,371.67
TOTAL NET MONTHLY INCOME	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)	3,171,332.03	2,234,685.23
BALANCE												
Cash Balance	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	7,543,699.71	9,778,384.94
Adjustments		(3,000,000.00)										
ENDING MONTHLY BALANCE	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	7,543,699.71	9,778,384.94

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HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Fund And Investment Information

2020

FUNDS	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUGUST
Post Employee Ben. S.B.	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	107,002.11
Funding	810.76	810.76	810.76	774.76	774.76	774.76	774.76		1,549.52	774.76		1,499.83
Expenses	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	1,397.69	1,461.28
Total	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	107,002.11	107,040.66
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	4,405,426.96	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	4,444,801.96
Deposits	39,375.00											
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
Investments												
CD's	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	13,035,071.54
Deposit		3,000,000.00										
Interest	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	17,750.33	17,776.44
Balance	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	13,035,071.54	13,052,847.98
Portfolio Value	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	11,479,956.69
Deposit												
Interest	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	368,060.90	351,290.62
Market Change												
Total	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	11,479,956.69	11,831,247.31
Accounts Receivable	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	815,341.69	980,431.98
Total with Accounts Receivable	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	37,457,191.66	40,226,072.79

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ITEM CODE	BUDGET ITEMS	FY-2020		FY-2021	
		Budgeted 7/1/19-6/30/20	Actual YTD 7-1/6-30	Budgeted 7-1/6-30	
	I.T.				
6000	COMPUTER HARDWARE	20,000.00	-	-	
5420	COMPUTER SOFTWARE		-	-	
5420	COMPUTER SUPPLIES	500.00	1,308.78	1,000.00	
5850	DESK TOP PCs	2,000.00	4,875.00		
5300	MISC PROF & TECH SERV.**	18,000.00	29,885.68	26,400.00	7,528.46
	TOTAL DATA PROCESSING	40,500.00	36,069.46	27,400.00	7,528.46
	TOTALS	614,045.00	569,447.86	594,920.00	48,742.78

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Hampshire County Group Insurance Trust

TRANSACTION REPORT AUGUST FY21

STARTING BALANCE GENERAL FUND					\$ 7,543,699.71
2020					
	WAR#	TRANSACTION	A/P DEBIT	A/R CREDIT	
AUG		PEOPLE'S UNITED			
3		BLUE CROSS BLUE SHIELD	2,858,607.81		\$ 4,685,091.90
3		BCBS STOP LOSS-JULY & AUG	352,538.01		\$ 4,332,553.89
3		BR FOX/CANARX	34,404.42		\$ 4,298,149.47
3		PEOPLE'S UNITED		9,152.76	\$ 4,307,302.23
3		PEOPLE'S UNITED		176,678.12	\$ 4,483,980.35
3		PEOPLE'S UNITED		7,259.16	\$ 4,491,239.51
4		PEOPLE'S UNITED		1,000.00	\$ 4,492,239.51
4		PEOPLE'S UNITED		12,075.90	\$ 4,504,315.41
4		PEOPLE'S UNITED		182,608.04	\$ 4,686,923.45
4		PEOPLE'S UNITED		172,341.62	\$ 4,859,265.07
6		PEOPLE'S UNITED		73,229.50	\$ 4,932,494.57
6		PEOPLE'S UNITED		13,885.48	\$ 4,946,380.05
12		GERBER STOP LOSS REIM.		115,642.61	\$ 5,062,022.66
17		PEOPLE'S UNITED		368,453.74	\$ 5,430,476.40
18		BLUE MEDICARE RX - JULY	398,841.72		\$ 5,031,634.68
19		PEOPLE'S UNITED		12,725.60	\$ 5,044,360.28
20		PEOPLE'S UNITED		110,139.90	\$ 5,154,500.18
20		PEOPLE'S UNITED		153,291.70	\$ 5,307,791.88
20		PEOPLE'S UNITED		81,723.62	\$ 5,389,515.50
24		PEOPLE'S UNITED		53,268.89	\$ 5,442,784.39
24		PEOPLE'S UNITED		307,957.42	\$ 5,750,741.81
24		PEOPLE'S UNITED		58,296.09	\$ 5,809,037.90
24		PEOPLE'S UNITED		4,635.08	\$ 5,813,672.98
24		PEOPLE'S UNITED		68,205.86	\$ 5,881,878.84
24		PEOPLE'S UNITED		53,268.89	\$ 5,935,147.73
25		PEOPLE'S UNITED		184,511.58	\$ 6,119,659.31
26		PEOPLE'S UNITED		202,223.54	\$ 6,321,882.85
26		PEOPLE'S UNITED		116,924.40	\$ 6,438,807.25
26		PEOPLE'S UNITED		29,499.32	\$ 6,468,306.57
26		GERBER STOP LOSS REIM.		70,120.46	\$ 6,538,427.03
26		PEOPLE'S UNITED		47,582.60	\$ 6,586,009.63
26		PEOPLE'S UNITED		10,742.58	\$ 6,596,752.21
27		PEOPLE'S UNITED		153,651.04	\$ 6,750,403.25
27		PEOPLE'S UNITED		178,707.32	\$ 6,929,110.57
27		PEOPLE'S UNITED		341,506.84	\$ 7,270,617.41
27		PEOPLE'S UNITED		139,688.82	\$ 7,410,306.23
27		PEOPLE'S UNITED		73,229.50	\$ 7,483,535.73
28		PEOPLE'S UNITED		218,366.58	\$ 7,701,902.31
28		PEOPLE'S UNITED		7,259.16	\$ 7,709,161.47
31		PEOPLE'S UNITED		177,311.38	\$ 7,886,472.85
31		PEOPLE'S UNITED		598,116.59	\$ 8,484,589.44
31		PEOPLE'S UNITED		117,544.14	\$ 8,602,133.58
31		PEOPLE'S UNITED		1,113,743.74	\$ 9,715,877.32
31		PAYROLL (AUGUST)	29,830.69		\$ 9,686,046.63
31		ACCOUNTS PAYABLE (AUGUST)	18,912.09		\$ 9,667,134.54
31		INTEREST		1,334.02	\$ 9,668,468.56
					\$ 9,668,468.56
					\$ 9,668,468.56
					\$ 9,668,468.56
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					\$ 9,668,468.56
					\$ 9,668,468.56
					\$ 9,668,468.56

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Hampshire County Group Insurance Trust

IY-2019-2020 Plan Count

2020

PLAN

HMO BLUE	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT
H-Employee Only	541	539	541	539	539	545	553	550	548	552	550	549	553	556	559	554	548	550
H-Employee + 1	345	345	365	362	364	356	360	358	357	359	360	356	358	353	366	371	370	370
H-Family	563	562	577	575	576	584	584	583	580	571	569	570	570	570	566	561	555	555
Total H HMO	1449	1446	1483	1476	1479	1485	1497	1491	1485	1482	1479	1475	1481	1479	1491	1486	1473	1475
F-Employee Only	699	697	686	683	680	685	689	688	697	695	688	683	681	673	673	663	660	653
F-Employee + 1	400	401	409	402	394	381	375	377	378	377	374	376	371	372	381	374	378	377
F-Family	674	672	679	683	680	691	693	690	689	692	694	697	698	698	702	696	693	690
Total F HMO	1773	1770	1774	1768	1754	1757	1757	1755	1764	1764	1756	1756	1750	1743	1756	1733	1731	1720
Total Employee Plans	1240	1236	1227	1222	1219	1230	1242	1238	1245	1247	1238	1232	1234	1229	1232	1217	1208	1203
Total Employee + 1	745	746	774	764	758	737	735	735	735	736	734	732	729	725	747	745	748	747
Total Family Plans	1237	1234	1256	1258	1256	1275	1277	1273	1269	1263	1263	1267	1268	1268	1268	1257	1248	1245
Total H&F HMO Plans	3222	3216	3257	3244	3233	3242	3254	3246	3249	3246	3235	3231	3231	3222	3247	3219	3204	3195

BLUE CARE ELECT PREFERRED (PPO)

H-Employee Only	177	178	181	181	179	188	189	183	183	183	185	185	185	187	183	182	180	183
H-Family	252	251	247	244	240	238	238	236	236	236	237	235	235	233	238	239	237	240
Total H PPO	429	429	428	425	419	426	427	419	419	419	422	420	420	420	421	421	417	423
F-Employee Only	103	106	112	109	106	108	114	111	111	112	111	111	113	116	113	112	111	110
F-Family	110	110	113	116	115	120	122	121	119	122	120	119	119	119	125	126	126	124
Total F PPO	213	216	225	225	221	228	236	235	230	234	231	230	232	235	238	238	237	234
Total Employee Plans	280	284	293	290	285	296	303	297	294	295	296	296	298	303	296	294	291	293
Total Family Plans	362	361	360	360	355	358	360	357	355	358	357	354	354	352	363	365	363	364
Total H&F PPO Plans	642	645	653	650	640	654	663	654	649	653	653	650	652	655	659	659	654	657

MEDEX

H-Employee Only	1201	1208	1220	1231	1230	1229	1226	1232	1192	1194	1191	1197	1194	1201	1204	1205	1210	1214
F-Employee Only	1173	1177	1183	1194	1200	1201	1206	1204	1216	1220	1222	1226	1227	1235	1241	1252	1254	1251
Total MEDEX Plans	2374	2385	2403	2425	2430	2430	2432	2436	2408	2414	2413	2423	2421	2436	2445	2457	2464	2465

TOTAL - All Plans	6238	6246	6313	6319	6303	6326	6349	6336	6306	6313	6301	6304	6304	6313	6351	6335	6322	6317
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Hampshire County Group Insurance Trust

Claim Payments

	CLAIMS		AMOUNT PAID		VARIANCE	CUMULATIVE VAR.
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)
July	\$ 7,826,890.70		\$ 5,072,300.00		\$ 2,754,590.70	\$ 540,898.51
August	\$ 4,823,789.64		\$ 5,072,300.00		\$ (248,510.36)	\$ 292,388.15

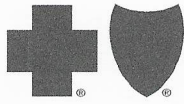
P = Acturial Projection of Claims or Anticipated Payments, A = Actual Info. E = Estimate based on some actual information

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Sept 1, 2020	wire		5,072,300.00	BCBS		xxx	Yes	Monthly Claim prefunding
Sept 1, 2020		5444	1,230.00	King St Realty		5270		Rent - Oct
Sept 1, 2020	ACH		175,672.83	BCBS		xxx	Yes	Sept Reinsurance premium
Sept 1, 2020		5443	16.37	Verizon				Telephone Expense
Sept 1, 2020		5445	100.00	CNA Surety				Insurance Bond - C. Smith
Sept 2, 2020	ACH		11,398.80	Checkwriters				Net Payroll, 9/2
Sept 4, 2020		5446	1,955.00	Paragus Strategic		5300		Various IT
Sept 4, 2020		5447	8,009.30	CanaRx		xxx	Yes	CanaRx claims
Sept 4, 2020		5448	42.30	Boston Mutual				Life Insurance
Sept 4, 2020		5449	20,589.22	BR Fox & Assoc		xxx	Yes	RX Consulting Fee
Sept 16, 2020	ACH		11,398.27	Checkwriters				Net Payroll, 9/16
Sept 22, 2020	wire		399,168.76	Blue Medicare Rx		xxx	Yes	Medex Rx premium
Sept 25, 2020		5450	500.00	Town of Charlton		5380		Wellness Grant
Sept 25, 2020		5451	82.84	National Grid		5340		Electric
Sept 25, 2020		5452	253.00	Montague Webworks		5300		Various IT
Sept 25, 2020		5453	5,563.92	HCGIT				Health Insurance - Oct
Sept 25, 2020		5454	139.54	Comcast		5340		Internet
Sept 25, 2020		5455	39.60	Columbia Gas		5340		Utilities
Sept 25, 2020		5456	7,322.20	CanaRx		xxx	Yes	CanaRx claims
Sept 25, 2020		5457	414.99	Amherst Copy		5420		Envelopes
Sept 25, 2020		5458	108.57	AEON				Telephone Expense
Sept 25, 2020		5459	151.74	PPI - ACSA Group Ins				Dental Insurance - Oct
Sept 29, 2020		5460	2,657.66	Hampshire Retirement Board				SEPT retirement allocation
Sept 30, 2020	ACH		11,385.53	Checkwriters				Net Payroll, 10/1

5,730,500.44

(15)



MASSACHUSETTS

RENEWAL RATE EXHIBIT

Hampshire County Group Insurance Trust

POLICY PERIOD: JANUARY 1, 2021 - DECEMBER 31, 2021

PRODUCT	2020	2021
Medex 2	CPC \$24.07	CPC \$24.55 <i>2.0%</i>
Expected Claims	\$142.83	\$142.83
Blue Medicare RX (\$10/\$20/\$35 Retail, \$20/\$40/\$70 Mail)	\$163.54	\$166.11 <i>under 2%</i>
Level Monthly Deposit		\$410,400
Alternative Blue Medicare RX Option (\$15/\$30/\$50 Retail, \$30/\$60/\$100 Mail)		\$150.51

Client satisfaction is very important to us. In order to ensure an accurate and efficient renewal process, changes in benefits or financial arrangements must be communicated to Blue Cross Blue Shield of Massachusetts no later than October 1, 2020. Failure to notify within this timeframe may cause members to receive plan information and claims services in accordance with their previous coverage – resulting in possible confusion on the anniversary date.

Notification of renewal plans in a timely fashion allows us to better serve our clients and members.

We reserve the right to revise the quoted rates if there is a 10 percent change in enrollment.

Medex Rate Recommendation

Current FY20	BCBS FY21	EC Approved FY21
\$337.00	\$339.16	\$327.00
		-2.97%

CHANGES TO YOUR 2021 BLUE MEDICARE^{RX} FORMULARY (DRUG LIST)

Beginning January 1, 2021, your prescription drug coverage will change. Please review the following list to see if any of the medications you take will change tiers or will no longer be covered.

Comparison of 2020 to 2021 Select Formulary

3-TIER SELECT FORMULARY:

BRAND NAME MEDICATION	2020	2021
ROSUVASTATIN CALCIUM	Tier 1	Tier 2
SHINGRIX	Tier 2	Tier 3
NIFEDIPINE ER	Tier 1	Tier 2
QUETIAPINE FUMARATE	Tier 1	Tier 2
LEVETIRACETAM	Tier 1	Tier 2
ACETAMINOPHEN/CODEINE	Tier 1	Tier 2
SUCRALFATE	Tier 1	Tier 2
DEXAMETHASONE	Tier 1	Tier 2

2-TIER SELECT FORMULARY:

BRAND NAME MEDICATION	2020	2021
SHINGRIX	Tier 1	Tier 2
BRILINTA	Tier 1	Tier 2
ACETAZOLAMIDE	Tier 1	Tier 2
MIDODRINE HYDROCHLORIDE	Tier 1	Tier 2
TWINRIX	Tier 1	Tier 2
RILUZOLE	Tier 1	Tier 2
SELEGILINE HCL	Tier 1	Tier 2
TRIFLURIDINE	Tier 1	Tier 2
TYPHIM VI	Tier 1	Tier 2
ZOSTAVAX	Tier 1	Tier 2

BRAND NAME MEDICATIONS NOT COVERED (ASK YOUR PROVIDER FOR A COVERED ALTERNATIVE)*

RESTASIS	LOTEMAX	NUCALA	TRAVATAN Z
COLCRYS	EMGALITY	NUCYNTA ER	AMITIZA

This list isn't all-inclusive, and formulary changes can occur throughout the year.

If you have questions about your Blue MedicareRx plan or changes to the formulary, please call Customer Care at 1-888-543-4917, 24 hours a day, 7 days a week. TTY/TDD users, call 711.



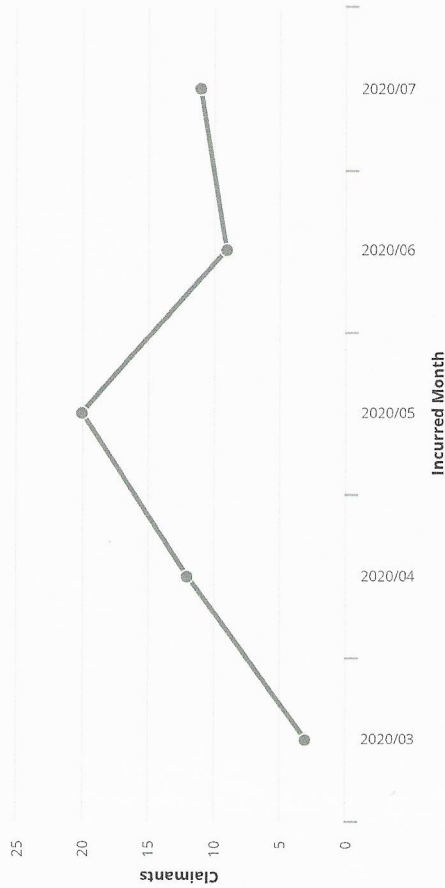
Covid Claims Summary Dashboard w All Dx

Product excludes [MEDICARE SUPP]
Account includes [0260919 - HAMPSHIRE COUNTY INSURANCE GRO]

Data Through : 07/2020

SUMMARY

Covid Confirmed : by Incurred Month (Claimants) ▾



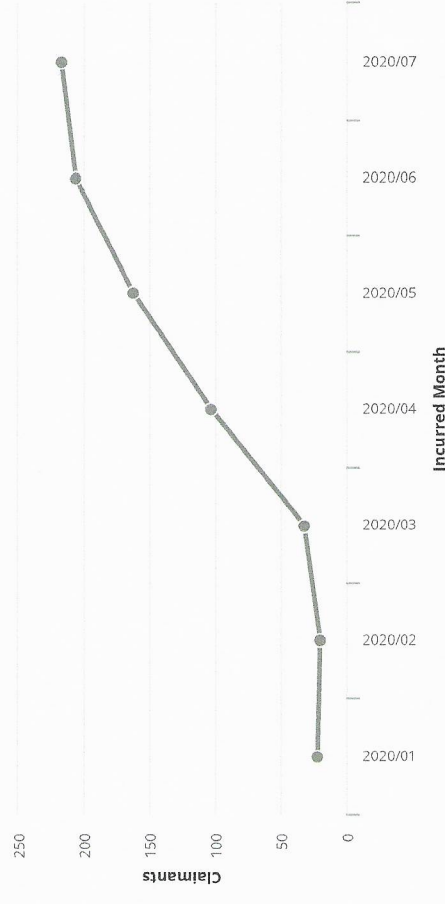
Covid Confirmed (unique claimants) ▾

Metrics	2020/03	2020/04	2020/05	2020/06	2020/07	All
Claimants	3	12	20	9	11	50
Paid	\$3,247	\$6,067	\$2,985	\$1,349	\$1,820	\$15,468

Covid Confirmed & Suspected by Age Band ▾

Member Age Band	Claims	Claimants	Paid	Paid per Claimant
<1 - 19	139	89	\$16,053	\$180
20 - 29	219	105	\$84,871	\$808
30 - 39	167	94	\$75,189	\$800
40 - 49	248	132	\$103,103	\$781
50 - 59	341	174	\$453,576	\$2,607
60 - 64	202	96	\$118,701	\$1,236
65+	63	32	\$153,890	\$4,809

Covid Suspected: by Incurred Month (Unique Claimants) ▾



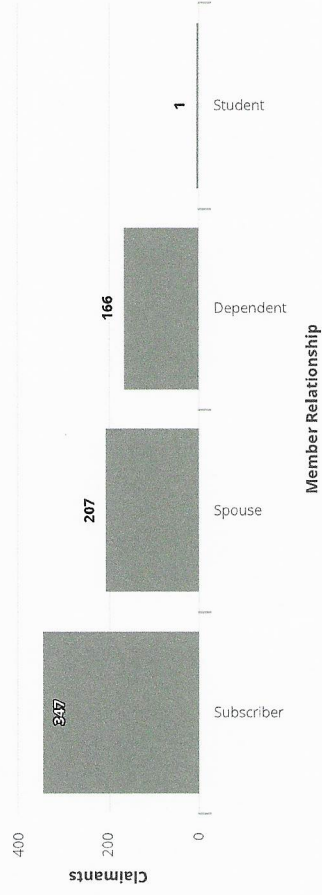
Covid Suspected (Unique Claimants) ▾

Metrics	2020/01	2020/02	2020/03	2020/04	2020/05	2020/06	2020/07	All
Claimants	22	20	32	103	162	206	217	692
Paid	\$3,144	\$5,891	\$47,147	\$112,485	\$357,391	\$348,043	\$116,184	\$990,286

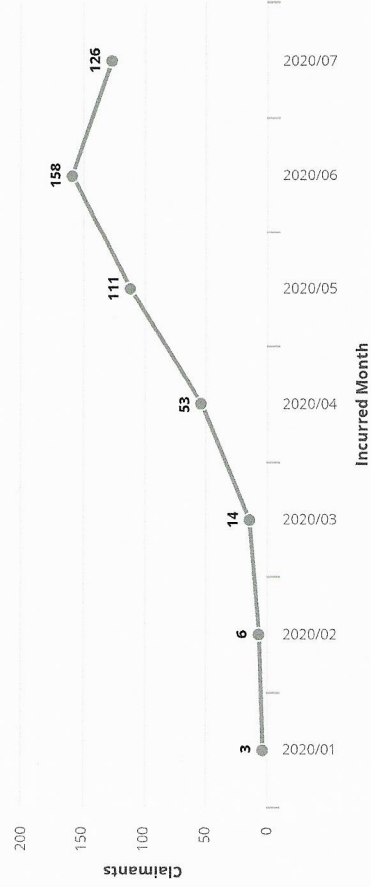
19

Total : All	1,379	721	\$1,005,383	\$1,394
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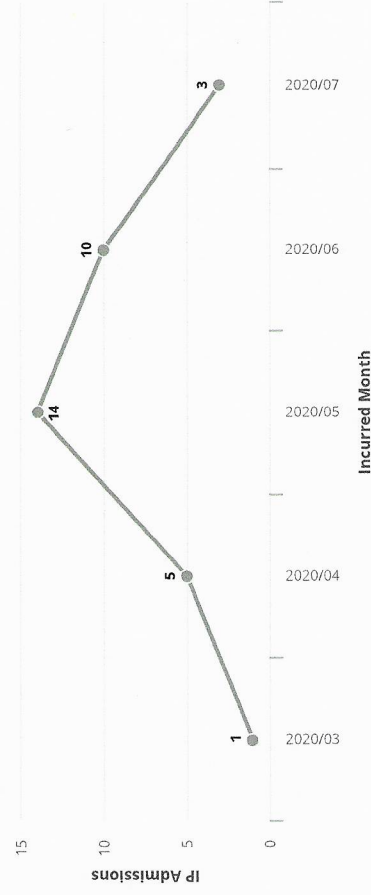
Covid Confirmed & Suspected by Relationship ▾



Covid Confirmed & Suspected Tests ▾



Covid Confirmed & Suspected IP Admissions ▾



YTD Totals (unique claimants) ▾

Incurred Year	Claimants	Paid
Total : 2020	437	\$41,164

YTD Totals (unique claimants) ▾

Incurred Year	Claimants	IP Admissions	Paid
Total : 2020	27	33	\$729,876