

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Insurance Advisory Committee

Meeting Notice and Agenda

October 9, 2019

10:00 A.M.

Deerfield Town Hall

South Deerfield, MA

| | |
|---|----|
| Call to Order | RK |
| Approval of Minutes of July, 2019 | RK |
| Financial Report (Vote) Month of September, 2019 | KK |
| Income & Expenses & Operating Expenses For Trust and Wellness Initiative | |
| Wellness Update | MK |
| BCBS Updates | HF |
| Annual Elections (vote) | JS |
| 2020 Meeting Calendar | JS |
| 2018 and 2019 Audits | JS |
| HCG/HCGIT Updates | JS |
| 2020 Medex Rate (vote) | JS |
| Adjournment | RK |

Meeting Schedule

Executive Committee – November 20, 2019, 9:00 a.m., 98 King Street

Executive Committee – December 18, 2019, 9:00 a.m., 98 King Street

Executive Committee – January 15, 2020, 9:00 a.m., 98 King Street

Insurance Advisory Committee – January 22, 2019, 10:00 a.m., Deerfield Town Hall



HAMPSHIRE COUNTY
GROUP INSURANCE TRUST

TO: All Member Trust Units

RE: **Minutes of July 17, 2019**
Insurance Advisory Committee
Deerfield Town Hall

MEMBERS PRESENT:

Rebecca Herzog
Lisa Blackmer
Lynn Kane
Michael Owens
Linda Gross
Deborah Kuhn
Patricia Rutkowski
Sues' Anne Jason
Ira Brezinsky
Jennifer Day
Mildred Colon

Cathy Levreault
Donna Foglio
Barbara Hancock
Julie Wonkka
Deborah Frenzoz
Allan Kidston
Eileen Seymour
Janice Boudreau
Barbara Miller
John Lafleche
Lynn Sibley

Lisa Banner
Denise Cashin
Richard Carmignani Jr.
Russ Kaubris
Paula Light
Maureen Humphrey
Bruce Turner
Angelina Bragdon
Michael Sullivan
Michelle Hill

OTHERS PRESENT:

Joseph Shea
Michele Komosa
Jessica Lewerenz
Dean Iacobucci

Karen Karowski
Jonathan Payson
Mary Houle

Cynthia Smith
Patrick Brock
Mary Baronas

CALL TO ORDER

Chairman, Russ Kaubris, called the meeting to order at 10:04 a.m. with a quorum present of 80.28% of the weighted vote.

APPROVAL OF MINUTES

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

FINANCIAL REPORT

Month of June 2019

Karen Karowski presented the Financial Report showing a starting cash balance for June of \$9,835,518.68 with a total monthly income of \$1,720,863.00. The monthly expenses totaled \$5,631,914.20 leaving a total net monthly income of (\$3,911,051.20). The accounts receivable balance was \$4,545,619.76 which if paid on time would have left us with a balance of \$35,674,501.75.

Investments and CD's for June 2019

Karen also reported that the investments portfolio value was \$10,491,885.34 with a market change of \$394,408.32 leaving a total of \$10,886,293.66. Karen also reported a starting balance in CD's of \$9,756,835.33, leaving interest earned of \$17,288.86, with a balance of \$9,774,124.19.

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

WELLNESS UPDATE

Michele gave an update on the Wellness Initiative program:

- **July 1st** – Michele stated all Wellness operations are now processed by the Fiscal Year.
- **Mini Grants** – There are 17 units that have applied and been awarded mini grants for FY20. Michele also provided a list of programs participants used their funding for in FY19.
- **AHealthyMe** – Gift cards were mailed to all subscribers that earned 100 points in the FY19 campaign. The new campaign began July 1st for FY20 and will have some new features to earn points including community involvement (relay for life, donating blood, etc) and the diabetes care value program. Michele stated we are up to 386 users – from 232 last year.
- **BCBS Wellness Credits** – Michele stated BCBS has awarded us \$27,500 in new wellness credits effective July 1st to use in FY20.
- **Bulletin Boards** – These were distributed to those present at the IAC meeting.
- **Flu Clinics** – Michele stated it's not too early to think about booking an onsite flu clinic as they take a month to be scheduled.

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

EXECUTIVE COMMITTEE OPENING

Joe explained there was an opening on the Executive Committee for a representative at large. For this election, the term would begin immediately and go until reelection time in October. The nominations were Ira Brezinsky from SHFD #1, Rich Carmignani Jr from Dudley and Michael Owens from Easthampton. There were no other nominations and a vote was taken. The vote concluded Rich Carmignani Jr to be the new Executive Committee member at large.

RX SAVINGS ANALYSIS

John Garrish gave a presentation regarding the savings the Trust has seen since having the RX analysis performed, and also projected savings for the next year.

HCG/HCGIT UPDATES

Joe stated with the HCOG going out of business in a couple months, the HCOG Councilors who were the Trustees of the Trust had agreed to remove themselves from that role therefore allowing the Trust's Insurance Advisory Committee to be the new Trustees of the Trust. Joe stated the separation came with a stipulation that the Trust pay for the transfer of the HCOG server to be housed at Paragus IT for access by all as we cannot just extract the Trust information from it.

Joe explained that as of now, the HCOG still owes for their July premiums and if not paid by July 31st, their coverage as a unit will be cancelled.

NEW WEBSITE

Joe explained with separating from the HCOG, he has been working on a new website for the Trust which will be www.HCGIT.org. It is not up and running yet. He also has potential new phone numbers for the Trust in case we are not able to keep the current ones. We will email everyone once we are ready to begin using either.

AUDIT FY 18

Joe reported that the HCOG declined to have an audit done so we proceeded in having our own at the Trust for FY18. This was completed in June. Once finalized, Joe will schedule our audit for FY19. Even as an independent entity, the Trust is still required by law to have annual audits completed.

PCORI FEE

Joe stated the annual PCORI fee was due this month. This fee is paid to the federal government and is used to fund research to analyze insurance data to help people make better-informed health care decisions.

REINSURANCE & RENEWAL UPDATE

Joe stated we received 2 quotes for reinsurance for FY20 – one from BCBS and one from our current carrier, Gerber. Gerber came in significantly lower than last year for a renewal at the same stop loss of \$275,000. It was the Executive Committee's recommendation to renew with Gerber.

Michael Sullivan made a motion to continue with Gerber for reinsurance for FY20 at a stop loss of \$275,000. This was seconded by Barbara Miller and passed unanimously.

BENEFIT CHANGE SAVINGS/MITIGATION UNIT UPDATES

Joe stated the new benefits changes took effective July 1st and he explained there were a couple of system errors that occurred. He stated members on a family plan were charged the full \$200 deductible amount when filling a prescription instead of the maximum of \$100 per individual. Joe stated BCBS has since corrected this and impacted members will be receiving a refund for their overpayment. Joe stated the other issue was with members utilizing the Smart90 plan at CVS which is supposed to defer the deductible when obtaining a 90 day maintenance medication, but members were being charged the deductible anyway. BCBS is still working to resolve this issue.

Joe reported there were many units that did nothing with Section 21-22 and are in current negotiations with unions.

BUDGET DISCUSSIONS

Joe provided a draft of the budget for FY20 showing increases to contributory retirement, parking, legal, and IT services as part of our separation from the HCOG. Joe also explained the Executive Committee requested funding of two additional line items to the budget, one for HCOG Contingencies of \$20,000 and one for Salary Contingencies of \$10,000.

Joe also stated the need to revise the Trust Agreement now that we are separate from the HCOG so it states the Trustees of the Trust are now the IAC. There are a few other small amendments Joe plans to make so the agreement is more cleanly and clearly written.

On a motion by Michael Sullivan, seconded by Barbara Miller, it was unanimously voted to accept the FY-2020 budget as presented in the amount of \$614,045.00.

EXECUTIVE SESSION – MARCH

Joe stated the Trust Executive Committee held an Executive Session at their meeting on March 20, 2019 and finally approved the release of these minutes in June. Joe explained that in the executive session, HCOG chairman was present and made an offer to release the Trust if the Trust would assume their \$2.1 million in liabilities. However, state law does not allow Trust funds to be utilized for anything other than Trust expenses, therefore the offer was declined.

NEW BUSINESS

There was no new business to report at this time.

ADJOURNMENT

On a motion by Michael Sullivan, seconded by Lisa Banner it was voted to adjourn the meeting at 11:05 a.m. The motion carried unanimously.

Respectfully submitted,
Cynthia Smith

Meeting Schedule

| | | | |
|--------------------------|--------------------|------------|-----------------------------|
| Executive Committee | September 25, 2019 | 9:00 a.m. | 98 King Street, Northampton |
| Insurance Advisory Comm. | October 9, 2019 | 10:00 a.m. | Deerfield Town Hall |
| Executive Committee | November 20, 2019 | 9:00 a.m. | 98 King Street, Northampton |

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

INCOME AND EXPENSE REPORT

| ITEMS | 2019 | | | | | | | | | | | |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUGUST | SEPT |
| Starting Cash Balance | \$6,350,559.70 | \$7,851,605.77 | \$8,273,846.10 | \$8,389,069.77 | \$8,917,731.75 | \$9,139,968.78 | \$9,809,941.83 | \$9,836,170.60 | \$9,835,518.68 | \$5,924,467.48 | \$9,494,654.59 | \$9,438,634.03 |
| Adjustments | | | | | | | | | | | | |
| Total Starting Balance | \$6,350,559.70 | \$7,851,605.77 | \$8,273,846.10 | \$8,389,069.77 | \$8,917,731.75 | \$9,139,968.78 | \$9,809,941.83 | \$9,836,170.60 | \$9,835,518.68 | \$5,924,467.48 | \$9,494,654.59 | \$9,438,634.03 |
| MONTHLY INCOME | | | | | | | | | | | | |
| Total Premium Collected | 6,496,556.25 | 6,000,688.16 | 5,691,212.39 | 6,077,920.61 | 5,785,571.98 | 6,242,875.41 | 5,712,566.76 | 6,033,505.92 | 1,717,380.76 | 9,278,866.11 | 6,939,633.43 | 5,782,915.94 |
| Interest Income (MMDT) | 3,081.00 | 2,984.67 | 3,540.06 | 3,443.89 | 3,187.16 | 3,512.55 | 4,047.50 | 3,706.58 | 3,482.24 | 4,160.61 | 3,527.51 | 3,698.66 |
| Other Income or Adjustments | (50,000.00) | | | | 14,772.00 | | | | | | 12,049.44 | (23,042.23) |
| BCBS SR Premium Collected | | | | | | | | | | | | |
| TOTAL MONTHLY INCOME | 6,449,637.25 | 6,003,672.83 | 5,694,752.45 | 6,081,364.50 | 5,803,531.14 | 6,246,387.96 | 5,716,614.26 | 6,037,212.50 | 1,720,863.00 | 9,283,026.72 | 6,955,210.38 | 5,763,572.37 |
| MONTHLY EXPENSES | | | | | | | | | | | | |
| BCBS Admin Cost (estimate) | | | | | | | | | | | | |
| Claim Deposit | 5,000,000.00 | 4,999,002.21 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 |
| Reinsurance (Ind.&Agg.) | 106,003.46 | 106,576.21 | 106,517.57 | 106,143.43 | 105,891.95 | 105,985.68 | 105,992.62 | 105,769.68 | 105,662.07 | 126,571.40 | 126,103.32 | 106,726.45 |
| BCBS Settlement | (647,035.12) | | | | | | | 427,485.79 | | (44,374.19) | 1,374,177.84 | |
| Recon adjust w/Finance | | | | | | | | | | | | |
| BCBS Sr Premium Paid | | | | | | | | | | | | |
| Other Exp. & Claim Settlement | 446,632.18 | 446,085.51 | 443,313.26 | 443,535.56 | 470,861.24 | 464,477.30 | 471,186.95 | 472,311.87 | 467,008.42 | 499,707.48 | 478,806.35 | 479,793.39 |
| Total Plan Expenses | 4,905,600.52 | 5,551,663.93 | 5,549,830.83 | 5,549,678.99 | 5,576,753.19 | 5,570,462.98 | 5,577,179.57 | 6,005,567.34 | 5,572,670.49 | 5,581,904.69 | 6,979,087.51 | 5,586,519.84 |
| Total Unit Operating Expenses | 42,990.66 | 29,768.57 | 29,697.95 | 3,023.53 | 4,540.92 | 5,951.93 | 113,205.92 | 32,297.08 | 59,243.71 | 130,934.92 | 32,143.43 | 32,863.20 |
| TOTAL MONTHLY EXPENSES | 4,948,591.18 | 5,581,432.50 | 5,579,528.78 | 5,552,702.52 | 5,581,294.11 | 5,576,414.91 | 5,690,385.49 | 6,037,864.42 | 5,631,914.20 | 5,712,839.61 | 7,011,230.94 | 5,619,373.04 |
| TOTAL NET MONTHLY INCOME | 1,501,046.07 | 422,240.33 | 115,223.67 | 528,661.98 | 222,237.03 | 669,973.05 | 26,228.77 | (651.92) | (3,911,051.20) | 3,570,187.11 | (56,020.56) | 144,199.33 |
| BALANCE | | | | | | | | | | | | |
| Cash Balance | 7,851,605.77 | 8,273,846.10 | 8,389,069.77 | 8,917,731.75 | 9,139,968.78 | 9,809,941.83 | 9,836,170.60 | 9,835,518.68 | 5,924,467.48 | 9,494,654.59 | 9,438,634.03 | 9,582,833.36 |
| Adjustments | | | | | | | | | | | | |
| ENDING MONTHLY BALANCE | 7,851,605.77 | 8,273,846.10 | 8,389,069.77 | 8,917,731.75 | 9,139,968.78 | 9,809,941.83 | 9,836,170.60 | 9,835,518.68 | 5,924,467.48 | 9,494,654.59 | 9,438,634.03 | 9,582,833.36 |

6.

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Fund And Investment Information

| FUNDS | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUGUST | SEPT |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Post Employee Ben. S.B. | 64,990.30 | 114,285.78 | 113,581.26 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,267.50 |
| Funding | 50,000.00 | | | | | | | | | | 810.76 | 810.76 |
| Expenses | 704.52 | 704.52 | 704.52 | | | | | | | | 1,420.00 | 710.00 |
| Total | 114,285.78 | 113,581.26 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,876.74 | 112,267.50 | 112,368.26 |
| 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 | 4,219,348.68 | 4,242,190.35 | 4,265,032.02 | 4,287,873.69 | 4,310,715.36 | 4,331,277.03 | 4,354,118.70 | 4,376,960.37 | 4,399,801.96 | 4,399,801.96 | 4,403,551.96 | 4,405,426.96 |
| Deposits | 22,841.67 | 22,841.67 | 22,841.67 | 22,841.67 | 20,561.67 | 22,841.67 | 22,841.67 | 22,841.59 | | 3,750.00 | 1,875.00 | 39,375.00 |
| Total Member Deposits | 4,242,190.35 | 4,265,032.02 | 4,287,873.69 | 4,310,715.36 | 4,331,277.03 | 4,354,118.70 | 4,376,960.37 | 4,399,801.96 | 4,399,801.96 | 4,403,551.96 | 4,405,426.96 | 4,444,801.96 |
| Investments | | | | | | | | | | | | |
| CD's | 9,634,539.42 | 9,645,222.84 | 9,655,196.71 | 9,665,605.25 | 9,683,091.76 | 9,700,249.59 | 9,718,051.76 | 9,737,731.68 | 9,756,835.33 | 9,774,124.19 | 9,794,536.53 | 9,813,132.07 |
| Deposit | | | | | | | | | | | | |
| Interest | 10,683.42 | 9,973.87 | 10,408.54 | 17,486.51 | 17,157.83 | 17,802.17 | 19,679.92 | 19,103.65 | 17,288.86 | 20,412.34 | 18,595.54 | 19,251.97 |
| Balance | 9,645,222.84 | 9,655,196.71 | 9,665,605.25 | 9,683,091.76 | 9,700,249.59 | 9,718,051.76 | 9,737,731.68 | 9,756,835.33 | 9,774,124.19 | 9,794,536.53 | 9,813,132.07 | 9,832,384.04 |
| Portfolio Value | 10,444,012.83 | 10,091,718.72 | 10,184,102.07 | 9,798,355.68 | 10,235,783.33 | 10,420,080.27 | 10,570,425.45 | 10,770,795.08 | 10,491,885.34 | 10,886,293.66 | 10,977,153.63 | 10,943,111.44 |
| Deposit | | | | | | | | | | | | |
| Interest | (352,294.11) | 92,383.35 | (385,746.39) | 437,427.65 | 184,296.94 | 150,345.18 | 200,369.63 | (278,909.74) | 394,408.32 | 90,859.97 | (34,042.19) | 105,766.93 |
| Market Change | | | | | | | | | | | | |
| Total | 10,091,718.72 | 10,184,102.07 | 9,798,355.68 | 10,235,783.33 | 10,420,080.27 | 10,570,425.45 | 10,770,795.08 | 10,491,885.34 | 10,886,293.66 | 10,977,153.63 | 10,943,111.44 | 11,048,878.37 |
| Accounts Receivable | 379,640.96 | 309,366.46 | 519,839.85 | 353,485.58 | 367,757.29 | 120,943.59 | 373,092.42 | 250,390.30 | 4,545,619.76 | 1,240,417.44 | 252,880.33 | 516,120.64 |
| Total With Accounts Receivable | 32,355,982.38 | 32,832,442.58 | 32,804,938.94 | 33,645,012.48 | 34,103,527.66 | 34,717,676.03 | 35,238,944.85 | 34,878,626.31 | 35,674,501.75 | 36,054,508.85 | 34,996,770.29 | 35,568,704.59 |

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

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

| ITEM CODE | BUDGET ITEMS | FY-2019 | | FY-2020 | | JULY | AUG | SEPT | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUNE | FY-2020 | |
|-----------------------|-----------------------------|----------------|------------|----------------|------------|-----------|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|------|------------|----------|
| | | Budgeted | | Budgeted | | | | | | | | | | | | | | Actual YTD | |
| | | 7/1/18-6/30/19 | 7-1/6-30 | 7/1/19-6/30/20 | 7-1/6-30 | | | | | | | | | | | | | Actual YTD | 7-1/6-30 |
| WAGES & BENEFITS | | | | | | | | | | | | | | | | | | | |
| 5110 | SALARY* | 315,000.00 | 314,040.63 | 335,000.00 | 22,789.60 | 23,952.04 | 22,000.26 | | | | | | | | | | | 68,741.90 | |
| 5145 | LONGEVITY | 575.00 | 400.00 | 575.00 | | | | | | | | | | | | | | - | |
| 5130 | OVERTIME | | | | | | | | | | | | | | | | | - | |
| 5120 | TEMP. EMPLOYEE SAL | | | | | | | | | | | | | | | | | - | |
| 481 | FICA (002) | | | | | | | | | | | | | | | | | - | |
| 5188 | 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 | | | | | | | | | | | | | - | |
| 5169 | EMP ASST. PROG. EAP | | | | | | | | | | | | | | | | | 87,658.73 | |
| 5184 | HEALTH INSURANCE | 49,860.00 | 37,943.52 | 40,000.00 | 5,635.92 | 5,083.00 | 4,978.28 | | | | | | | | | | | - | |
| 5185 | LIFE INSURANCE | 320.00 | 255.60 | 320.00 | | | | | | | | | | | | | | 15,697.20 | |
| 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 | | | | | | | | | | | 172,097.83 | |
| NON SALARY EXPENSE | | | | | | | | | | | | | | | | | | | |
| 5300 | ADM. CONT. SERVICES (FS&FF) | 12,500.00 | | 15,000.00 | 1,230.00 | 1,230.00 | 1,230.00 | | | | | | | | | | | 3,690.00 | |
| | Rent | 14,400.00 | 14,430.00 | 15,000.00 | | | | | | | | | | | | | | - | |
| | Parking | 300.00 | 1,500.00 | 1,200.00 | | | | | | | | | | | | | | - | |
| 5306 | ADM. CONT. SERVICES (AUD) | 10,000.00 | 2,152.00 | 12,000.00 | | | | | | | | | | | | | | - | |
| 5302 | LEGAL | 10,000.00 | 17,827.50 | 32,000.00 | 1,365.00 | | 2,172.90 | | | | | | | | | | | - | |
| 5340 | TELEPHONE/INTERNET | 3,600.00 | 2,429.43 | 3,600.00 | 205.93 | 700.34 | | | | | | | | | | | | 3,537.90 | |
| 5400 | FOOD SUPPLIES | 500.00 | 538.00 | 500.00 | 83.63 | 56.47 | 11.58 | | | | | | | | | | | 906.27 | |
| 5420 | OFFICE & COMPUTER SUPPLIES | 1,500.00 | 1,485.51 | 2,500.00 | 28.99 | | | | | | | | | | | | | 151.68 | |
| 5580 | MISC. EXPENSES | 500.00 | 18.48 | 500.00 | | 150.00 | 340.10 | | | | | | | | | | | 28.99 | |
| 5580 | NEWSPAPER/MAGS/BOOKS | | 100.00 | 100.00 | | | | | | | | | | | | | | 490.10 | |
| 5420 | POSTAGE (Stamps) | 3,750.00 | 2,605.80 | 3,500.00 | | 46.84 | 15.99 | | | | | | | | | | | 62.83 | |
| 5275 | POSTAGE METER RENTAL | | | | | | | | | | | | | | | | | - | |
| 5380 | MINI GRANTS/WEELNESS | 25,000.00 | 19,257.08 | 25,000.00 | 11,900.00 | 357.00 | | | | | | | | | | | | 12,257.00 | |
| 5420 | STATIONERY & OFF. SUPP. | | 436.96 | | | | | | | | | | | | | | | - | |
| 5780 | SURETY BONDS | 850.00 | 550.00 | 1,250.00 | | 100.00 | | | | | | | | | | | | 100.00 | |
| 5340 | TELEPHONES | 2,400.00 | | | | | | | | | | | | | | | | - | |
| 5320 | TRAINING | 1,000.00 | | 500.00 | | | | | | | | | | | | | | - | |
| 5710 | TRAVEL INCOIT of STATE | 3,000.00 | 706.77 | 3,000.00 | 37.12 | 27.84 | 17.44 | | | | | | | | | | | 82.40 | |
| 5188 | UTILITIES | 4,000.00 | 205.40 | 4,000.00 | | | 557.92 | | | | | | | | | | | 557.92 | |
| TOT. Indirect Costs | | | | | | | | | | | | | | | | | | - | |
| Total Non-Salary | | 93,300.00 | 64,242.93 | 104,650.00 | 14,850.67 | 2,668.49 | 4,345.93 | | | | | | | | | | | 21,865.09 | |

TRANSACTION REPORT SEP FY-20

| | |
|----|--------------|
| \$ | 9,438,634.03 |
|----|--------------|

10.

| | | | | | |
|-----|--|------------------------------------|------------------------------|------------|------------------|
| | | PEOPLE'S UNITED | | | |
| SEP | | Post Employee Benefits Fund | Starting Balance>>>>>>>>>>>> | \$ | 112,267.50 |
| | | Retiree Health & Life Ins. | 710.00 | 810.76 | \$ 112,368.26 |
| 30 | | Total | | | \$ 112,368.26 |
| | | PEOPLE'S UNITED | | | |
| SEP | | Accrued Vacation & Sick Time Fund | Starting Balance>>>>>>>>>>>> | \$ | 31,317.96 |
| | | | | | \$ 31,317.96 |
| 30 | | Total | | | \$ 31,317.96 |
| | | INVESTMENTS | | | |
| SEP | | CD-(Florence Savings-15 mos.2.30%) | | | \$ 3,334,659.47 |
| 30 | | CD-Interest (renewed 1/2/2019) | | 6,457.36 | \$ 3,341,116.83 |
| 30 | | Total | | | \$ 3,341,116.83 |
| | | | | | |
| SEP | | CD-Easthampton Savings | | | \$ 6,478,472.60 |
| 30 | | 12 mos. @2.35% | | 2,160.86 | \$ 6,480,633.46 |
| 30 | | 12 mos. @2.4% | | 6,627.45 | \$ 6,487,260.91 |
| 30 | | 12 mos. @2.4% | | 2,182.06 | \$ 6,489,442.97 |
| 30 | | 12 mos. @2.0% | | 1,824.24 | \$ 6,491,267.21 |
| | | Total | | | \$ 6,491,267.21 |
| | | | | | |
| SEP | | Portfolio Value SEP 1, 2019 | | | \$ 10,943,111.44 |
| | | Additional Investment | | | \$ 10,943,111.44 |
| 30 | | Investment Earnings/Loss | | 105,766.93 | \$ 11,048,878.37 |
| | | Total | | | \$ 35,052,583.95 |

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

AS OF SEPTEMBER 30, 2019

TO AVOID LATE ASSESSMENT FEE
INVOICE MUST BE PAID **BEFORE:**

| | |
|-------------------------|------------|
| CHESTERFIELD/GOSHEN RSD | 27,041.51 |
| HADLEY | 169,243.26 |
| HAMPSHIRE RSD | 223,844.95 |
| HILLTOWN CDC | 2,949.40 |
| MIDDLEFIELD | 3,925.84 |
| VALLEY CDC | 8,194.86 |
| WILLIAMSBURG | 80,920.82 |

\$ 516,120.64

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

| PLAN | | 2018 | | | | | | | | | | | | 2019 | | | | | | | | | | | |
|---------------------------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--------|------|------|--|--|
| HMO BLUE | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUGUST | SEPT | OCT | | |
| H-Employee Only | | 331 | 331 | 330 | 333 | 336 | 332 | 524 | 516 | 510 | 514 | 517 | 523 | 529 | 534 | 527 | 533 | 541 | 539 | 541 | 539 | 539 | 545 | | |
| H-Employee + 1 | | 212 | 211 | 209 | 220 | 220 | 218 | 350 | 346 | 342 | 350 | 353 | 352 | 351 | 347 | 345 | 343 | 345 | 345 | 365 | 362 | 364 | 356 | | |
| H-Family | | 296 | 295 | 295 | 295 | 290 | 291 | 562 | 560 | 561 | 571 | 572 | 568 | 564 | 564 | 567 | 569 | 563 | 562 | 577 | 575 | 576 | 584 | | |
| Total H HMO | | 839 | 837 | 834 | 848 | 846 | 841 | 1436 | 1422 | 1413 | 1435 | 1442 | 1443 | 1444 | 1445 | 1439 | 1445 | 1449 | 1446 | 1483 | 1476 | 1479 | 1485 | | |
| F-Employee Only | | 916 | 918 | 914 | 911 | 908 | 904 | 688 | 683 | 674 | 676 | 684 | 691 | 699 | 700 | 703 | 701 | 699 | 697 | 686 | 683 | 680 | 685 | | |
| F-Employee + 1 | | 534 | 534 | 528 | 527 | 530 | 527 | 416 | 415 | 410 | 413 | 410 | 407 | 402 | 401 | 404 | 402 | 400 | 401 | 409 | 402 | 394 | 381 | | |
| F-Family | | 933 | 929 | 934 | 934 | 936 | 934 | 681 | 677 | 680 | 678 | 681 | 681 | 681 | 677 | 677 | 677 | 674 | 672 | 679 | 683 | 680 | 691 | | |
| Total F HMO | | 2383 | 2381 | 2376 | 2372 | 2374 | 2365 | 1785 | 1775 | 1764 | 1767 | 1775 | 1779 | 1782 | 1778 | 1784 | 1780 | 1773 | 1770 | 1774 | 1768 | 1754 | 1757 | | |
| Total Employee Plans | | 1247 | 1249 | 1244 | 1244 | 1244 | 1236 | 1212 | 1199 | 1184 | 1190 | 1201 | 1214 | 1228 | 1234 | 1230 | 1234 | 1240 | 1236 | 1227 | 1222 | 1219 | 1230 | | |
| Total Employee + 1 | | 746 | 745 | 737 | 747 | 750 | 745 | 766 | 761 | 752 | 763 | 763 | 759 | 753 | 748 | 749 | 745 | 745 | 746 | 774 | 764 | 758 | 737 | | |
| Total Family Plans | | 1229 | 1224 | 1229 | 1229 | 1226 | 1225 | 1243 | 1237 | 1241 | 1249 | 1253 | 1249 | 1245 | 1241 | 1244 | 1246 | 1237 | 1234 | 1256 | 1258 | 1256 | 1275 | | |
| Total H&F HMO Plans | | 3222 | 3218 | 3210 | 3220 | 3220 | 3206 | 3221 | 3197 | 3177 | 3202 | 3217 | 3222 | 3226 | 3223 | 3223 | 3225 | 3222 | 3216 | 3257 | 3244 | 3233 | 3242 | | |
| BLUE CARE ELECT PREFERRED (PPO) | | | | | | | | | | | | | | | | | | | | | | | | | |
| H-Employee Only | | 164 | 165 | 162 | 163 | 162 | 162 | 181 | 180 | 180 | 177 | 179 | 180 | 179 | 177 | 177 | 176 | 177 | 178 | 181 | 181 | 179 | 188 | | |
| H-Family | | 257 | 255 | 257 | 256 | 256 | 254 | 259 | 254 | 251 | 250 | 254 | 254 | 251 | 251 | 252 | 252 | 252 | 251 | 247 | 244 | 240 | 238 | | |
| Total H PPO | | 421 | 420 | 419 | 419 | 418 | 416 | 440 | 434 | 431 | 427 | 433 | 434 | 430 | 428 | 429 | 428 | 429 | 429 | 428 | 425 | 419 | 426 | | |
| F-Employee Only | | 135 | 132 | 135 | 135 | 135 | 134 | 100 | 100 | 96 | 99 | 101 | 103 | 104 | 105 | 103 | 103 | 103 | 106 | 112 | 109 | 106 | 108 | | |
| F-Family | | 129 | 129 | 126 | 126 | 125 | 125 | 113 | 111 | 111 | 110 | 112 | 112 | 109 | 109 | 109 | 110 | 110 | 110 | 113 | 116 | 115 | 120 | | |
| Total F PPO | | 264 | 261 | 261 | 261 | 260 | 259 | 213 | 211 | 207 | 209 | 213 | 215 | 213 | 214 | 212 | 213 | 213 | 216 | 225 | 225 | 221 | 228 | | |
| Total Employee Plans | | 299 | 297 | 297 | 298 | 297 | 296 | 281 | 280 | 276 | 276 | 280 | 283 | 283 | 282 | 280 | 279 | 280 | 284 | 293 | 290 | 285 | 296 | | |
| Total Family Plans | | 386 | 384 | 383 | 382 | 381 | 379 | 372 | 365 | 362 | 360 | 366 | 366 | 360 | 360 | 361 | 362 | 362 | 361 | 360 | 360 | 355 | 358 | | |
| Total H&F PPO Plans | | 685 | 681 | 680 | 680 | 678 | 675 | 653 | 645 | 638 | 636 | 646 | 649 | 643 | 642 | 641 | 641 | 642 | 645 | 653 | 650 | 640 | 654 | | |
| MEDEX | | | | | | | | | | | | | | | | | | | | | | | | | |
| H-Employee Only | | 743 | 741 | 749 | 754 | 755 | 761 | 1161 | 1178 | 1185 | 1187 | 1195 | 1197 | 1202 | 1200 | 1198 | 1201 | 1201 | 1208 | 1220 | 1231 | 1230 | 1229 | | |
| F-Employee Only | | 1484 | 1489 | 1501 | 1502 | 1504 | 1505 | 1116 | 1131 | 1132 | 1142 | 1145 | 1151 | 1160 | 1168 | 1170 | 1172 | 1173 | 1177 | 1183 | 1194 | 1200 | 1201 | | |
| Total MEDEX Plans | | 2227 | 2230 | 2250 | 2256 | 2259 | 2266 | 2277 | 2309 | 2317 | 2329 | 2340 | 2348 | 2362 | 2368 | 2368 | 2373 | 2374 | 2385 | 2403 | 2425 | 2430 | 2430 | | |
| TOTAL - All Plans | | 6134 | 6129 | 6140 | 6156 | 6157 | 6147 | 6151 | 6151 | 6132 | 6167 | 6203 | 6219 | 6231 | 6233 | 6232 | 6239 | 6238 | 6246 | 6313 | 6319 | 6303 | 6326 | | |

13.

Hampshire County Group Insurance Trust

Claim Payments - April 2011 To Present

| | CLAIMS | | AMOUNT PAID | | VARIANCE | CUMULATIVE VAR. |
|-----------|-----------------|---|-----------------|---|-------------------|-------------------|
| 2016 Jan | \$ 6,317,629.42 | A | \$ 4,574,800.00 | A | \$ 1,742,829.42 | \$ (26,151.01) |
| Feb | \$ 3,854,196.01 | A | \$ 4,574,800.00 | A | \$ (720,603.99) | \$ (746,755.00) |
| March | \$ 4,528,228.12 | A | \$ 4,574,800.00 | A | \$ (46,571.88) | \$ (793,326.88) |
| April | \$ 6,205,953.06 | A | \$ 4,847,100.00 | A | \$ 1,358,853.06 | \$ 565,526.18 |
| May | \$ 4,546,836.43 | A | \$ 4,568,600.00 | A | \$ (21,763.57) | \$ 543,762.61 |
| June | \$ 4,037,263.44 | A | \$ 4,568,600.00 | A | \$ (531,336.56) | \$ 12,426.05 |
| July | \$ 5,044,390.85 | A | \$ 4,568,600.00 | A | \$ 475,790.85 | \$ 488,216.90 |
| August | \$ 4,615,270.49 | A | \$ 4,568,600.00 | A | \$ 46,670.49 | \$ 534,887.39 |
| September | \$ 5,393,378.34 | A | \$ 4,568,600.00 | A | \$ 824,778.34 | \$ 1,359,665.73 |
| October | \$ 3,213,342.52 | A | \$ 4,568,600.00 | A | \$ (1,355,257.48) | \$ 4,408.25 |
| November | \$ 3,769,413.70 | A | \$ 4,568,600.00 | A | \$ (799,186.30) | \$ (794,778.05) |
| December | \$ 5,412,781.89 | A | \$ 4,568,600.00 | A | \$ 844,181.89 | \$ 49,403.84 |
| 2017 Jan | \$ 4,369,459.10 | A | \$ 4,614,300.00 | A | \$ (244,840.90) | \$ (195,437.06) |
| February | \$ 4,224,033.88 | A | \$ 4,614,300.00 | A | \$ (390,266.12) | \$ (585,703.18) |
| March | \$ 5,425,612.68 | A | \$ 4,614,300.00 | A | \$ 811,312.68 | \$ 225,609.50 |
| April | \$ 3,937,343.78 | A | \$ 4,614,300.00 | A | \$ (676,956.22) | \$ (451,346.72) |
| May | \$ 4,449,446.02 | A | \$ 4,614,300.00 | A | \$ (164,853.98) | \$ (616,200.70) |
| June | \$ 5,149,211.18 | A | \$ 4,614,300.00 | A | \$ 534,911.18 | \$ (81,289.52) |
| July | \$ 4,846,901.35 | A | \$ 4,614,300.00 | A | \$ 232,601.35 | \$ 151,311.83 |
| Aug | \$ 5,075,129.47 | A | \$ 4,614,300.00 | A | \$ 460,829.47 | \$ 612,141.30 |
| Sept | \$ 5,093,190.74 | A | \$ 4,614,300.00 | A | \$ 478,890.74 | \$ 1,091,032.04 |
| Oct | \$ 3,107,039.21 | A | \$ 4,614,300.00 | A | \$ (1,507,260.79) | \$ (416,228.75) |
| Nov | \$ 4,834,990.20 | A | \$ 4,614,300.00 | A | \$ 220,690.20 | \$ (195,538.55) |
| Dec | \$ 5,159,544.72 | A | \$ 4,614,300.00 | A | \$ 545,244.72 | \$ 349,706.17 |
| 2018 Jan | \$ 4,286,736.71 | A | \$ 4,635,000.00 | A | \$ (348,263.29) | \$ 1,442.88 |
| Feb | \$ 4,849,271.14 | A | \$ 4,614,300.00 | A | \$ 234,971.14 | \$ 236,414.02 |
| Mar | \$ 5,402,471.81 | A | \$ 4,635,000.00 | A | \$ 767,471.81 | \$ 1,003,885.83 |
| April | \$ 3,320,986.14 | A | \$ 5,000,000.00 | A | \$ (1,679,013.86) | \$ (675,128.03) |
| May | \$ 4,842,441.31 | A | \$ 5,000,000.00 | A | \$ (157,558.69) | \$ (832,686.72) |
| June | \$ 5,185,651.60 | A | \$ 5,000,000.00 | A | \$ 185,651.60 | \$ (647,035.12) |
| July | \$ 4,422,144.08 | A | \$ 5,000,000.00 | A | \$ (577,855.92) | \$ (1,224,891.04) |
| August | \$ 5,849,127.14 | A | \$ 5,000,000.00 | A | \$ 849,127.14 | \$ (375,763.90) |
| September | \$ 4,241,277.55 | A | \$ 5,000,000.00 | A | \$ (758,722.45) | \$ (1,134,486.35) |
| October | \$ 5,696,290.48 | A | \$ 5,000,000.00 | A | \$ 696,290.48 | \$ (438,195.87) |
| November | \$ 5,837,423.17 | A | \$ 5,000,000.00 | A | \$ 837,423.17 | \$ 399,227.30 |
| December | \$ 4,350,290.11 | A | \$ 5,000,000.00 | A | \$ (649,709.89) | \$ (250,482.59) |
| January | \$ 4,743,800.39 | A | \$ 5,000,000.00 | A | \$ (256,199.61) | \$ (506,682.20) |
| February | \$ 4,992,711.55 | A | \$ 5,000,000.00 | A | \$ (7,288.45) | \$ (513,970.65) |
| March | \$ 6,002,513.39 | A | \$ 5,000,000.00 | A | \$ 1,002,513.39 | \$ 488,542.74 |
| April | \$ 4,691,042.28 | A | \$ 5,000,000.00 | A | \$ (308,957.72) | \$ 179,585.02 |
| May | \$ 5,951,683.60 | A | \$ 5,000,000.00 | A | \$ 951,683.60 | \$ 1,131,268.62 |
| June | \$ 5,242,909.22 | | \$ 5,000,000.00 | | \$ 242,909.22 | \$ 1,374,177.84 |
| July | \$ 3,462,952.74 | | \$ 5,000,000.00 | | \$ (1,537,047.26) | \$ (162,869.42) |
| August | \$ 5,939,797.85 | | \$ 5,000,000.00 | | \$ 939,797.85 | \$ 776,928.43 |
| September | | | | | | |

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

HAMPSHIRE COUNTY GROUP INSURANCE TRUST

Meeting Schedule

Insurance Advisory Committee – October 9, 2019, 10:00 a.m., Deerfield
Executive Committee – November 20, 2019, 9:00 a.m., 98 King Street
Executive Committee – December 18, 2019, 9:00 a.m., 98 King Street
Executive Committee – January 15, 2020, 9:00 a.m., 98 King Street
Insurance Advisory Committee – January 22, 2020, 10:00 a.m., Deerfield
Executive Committee – February 19, 2020, 9:00 a.m., 98 King Street
Executive Committee – March 18, 2020, 9:00 a.m., 98 King Street
Insurance Advisory Committee – April 15, 2020, 10:00 a.m., Deerfield
Executive Committee – May 20, 2020, 9:00 a.m., 98 King Street
Executive Committee – June 17, 2020, 9:00 a.m., 98 King Street

HCG Items

1. Unofficially closed as of 8/30/19
2. Retrieved all records/files from 99 Main
3. Lydia King is only person left on payroll
4. State approved funds to pay retiree insurance until such time they are transferred to the GIC. Transfer is scheduled for 1/1/20. Lydia King coordinating this with the GIC
5. Bill filed with the State that covers pension liabilities and transferring Trust ee's to Hampshire Retirement as a standalone entity is still at the Statehouse under review
6. We will start reviewing our server options with Paragus in Q4

MEDEX 2 w/PDP

| | Claims | Admin | Federal Premium | Total Expenses | Total Premium | Net P/L |
|------------|------------|-----------|--------------------|-------------------|------------------|--------------|
| Jan - 2017 | 228,656.14 | 48,076.42 | 353,933.50 | 630,666.06 | 693,327.60 | 62,661.54 |
| Feb | 302,846.19 | 48,170.78 | 355,430.94 | 706,447.91 | 694,688.40 | (11,759.51) |
| Mar | 326,718.91 | 48,312.32 | 356,690.75 | 731,721.98 | 696,729.60 | (34,992.38) |
| Apr | 241,361.63 | 48,288.73 | 356,598.88 | 646,249.24 | 696,389.40 | 50,140.16 |
| May | 232,284.19 | 48,477.45 | 357,915.96 | 638,677.60 | 699,111.00 | 60,433.40 |
| Jun | 304,499.14 | 48,689.76 | 359,422.03 | 712,610.93 | 702,172.80 | (10,438.13) |
| Jul | 223,558.26 | 51,426.20 | 378,363.93 | 653,348.39 | 741,636.00 | 88,287.61 |
| Aug | 232,705.44 | 51,449.79 | 380,287.23 | 664,442.46 | 741,976.20 | 77,533.74 |
| Sept | 281,211.58 | 51,732.87 | 382,318.39 | 715,262.84 | 746,058.60 | 30,795.76 |
| Oct | 209,977.67 | 52,133.90 | 384,453.35 | 646,564.92 | 751,842.00 | 105,277.08 |
| Nov | 229,085.48 | 52,133.90 | 385,222.67 | 666,442.05 | 751,842.00 | 85,399.95 |
| Dec | 287,232.13 | 52,157.49 | 385,291.87 | 724,681.49 | 752,182.20 | 27,500.71 |
| Jan - 2018 | 295,822.27 | 52,974.09 | 392,383.85 | 741,180.21 | 769,158.00 | 27,977.79 |
| Feb | 365,987.08 | 53,260.05 | 394,187.75 | 813,434.88 | 773,310.00 | (40,124.88) |
| Mar | 383,683.66 | 53,617.50 | 396,316.12 | 833,617.28 | 778,500.00 | (55,117.28) |
| Apr | 256,601.04 | 53,736.65 | 397,658.35 | 707,996.04 | 780,230.00 | 72,233.96 |
| May | 291,618.37 | 53,688.99 | 397,762.92 | 743,070.28 | 779,538.00 | 36,467.72 |
| Jun | 318,210.50 | 53,855.80 | 398,611.34 | 770,677.64 | 781,960.00 | 11,282.36 |
| Jul | 264,838.46 | 54,594.53 | 404,171.10 | 723,604.09 | 792,686.00 | 69,081.91 |
| Aug | 305,696.53 | 55,023.47 | 405,500.00 * | 766,220.00 | 798,914.00 | 32,694.00 |
| Sept | 231,890.55 | 55,237.94 | 407,500.00 | 694,628.49 | 802,028.00 | 107,399.51 |
| Oct | 266,459.07 | 55,571.56 | 408,900.00 | 730,930.63 | 806,872.00 | 75,941.37 |
| Nov | 318,813.85 | 55,690.71 | 411,291.79 | 785,796.35 | 808,602.00 | 22,805.65 |
| Dec | 252,196.88 | 55,952.84 | 412,247.24 | 720,396.96 | 812,408.00 | 92,011.04 |
| Jan - 2019 | 292,725.06 | 56,612.64 | 413,983.14 | 763,320.84 | 834,960.00 | 71,639.16 |
| Feb | 431,562.66 | 56,708.92 | 434,250.00 | 922,521.58 | 836,380.00 | (86,141.58) |
| Mar | 466,577.15 | 56,853.34 | 435,073.88 | 958,504.37 | 838,510.00 | (119,994.37) |
| Apr | 330,294.68 | 56,949.62 | 435,832.03 | 823,076.33 | 839,930.00 | 16,853.67 |
| May | 408,337.86 | 57,021.83 | 437,111.27 | 902,470.96 | 840,995.00 | (61,475.96) |
| June | 302,236.46 | 57,310.67 | 437,434.70 | 796,981.83 | 845,255.00 | 48,273.17 |
| July | 250,041.15 | 58,129.05 | 439,524.66 | 747,694.86 | 857,325.00 | 109,630.14 |
| August | 348,772.72 | 58,369.75 | 445,029.13 | 852,171.60 | 860,875.00 | 8,703.40 |
| September | | | 448,097.67 | | | (12,512.37) |

**New premium rates

**New premium rates



Renewal Rate Exhibit

Hampshire County Group Insurance Trust

Policy Period: January 1, 2020 - December 31, 2020

| Product | 2019 Rates | 2020 Rates |
|--|-------------|-------------|
| Medex 2 | CPC \$24.07 | CPC \$24.31 |
| Blue Medicare RX \$5/10/25 | \$185.23 | \$186.96 |
| Expected Claims | \$136.68 | \$142.83 |
| Additional Blue Medicare RX Options | | |
| Blue Medicare RX \$10/20/35 | | \$163.54 |

Client satisfaction is very important to us. In order to ensure an accurate and efficient renewal process, any changes in benefits or financial arrangements must be communicated to Blue Cross Blue Shield of Massachusetts no later than October 1, 2019. Failure to notify within this timeframe may cause members to receive applicable 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.



Account Name HAMPSHIRE COUNTY INSURANCE GROUP
Account ID 0260919
Policy Period 1/1/2020-12/31/2020
Financial Arr. Self Insured

SIC Code 9311
Broker/Consultant
Sales Executive Heidi Fountain

| | Current Expected Claims Rates | Renewal Expected Claims Rates | % Change | Subscribers |
|------------------|----------------------------------|----------------------------------|----------|-------------|
| Medex 2 | | | | |
| Single: | \$136.68 | \$142.83 | 4.5% | 2415 |
| CPC: | \$24.07 | \$24.31 | 1.0% | |
| Monthly Deposit: | | \$403,600 | | 2415 |

Additional Information

Commissions Senior: None

Fees and Deposit subject to change on all lines of business if:

- a) Change in benefits (including mandated benefits)
- b) Enrollment change greater than 10%
- c) Employer contribution falls below 50%
- d) Change in commission
- e) Change in effective date
- f) Minimum participation requirements are not met
- g) The CPC is subject to change based upon specific lines of coverage included

MEDEX 2 w/PDP - 2020

| | 2015 | 2016 | % change |
|----------------------------|------------------|------------------|-------------|
| Blue Medicare Rx \$5/10/25 | \$ 136.74 | \$ 148.85 | 8.9% |
| Medex 2 | \$ 129.47 | \$ 136.68 | 5.6% |
| BCBS Admin | \$ 23.59 | \$ 23.59 | 0.0% |
| Trust Admin/CanaRx | \$ 4.20 | \$ 4.20 | 0.0% |
| | <u>\$ 294.00</u> | <u>\$ 313.32</u> | <u>6.6%</u> |

| | 2016 | 2017 | % change |
|----------------------------|------------------|------------------|-------------|
| Blue Medicare Rx \$5/10/25 | \$ 148.85 | \$ 175.03 | 17.6% |
| Medex 2 | \$ 136.68 | \$ 136.68 | 0.0% |
| BCBS Admin | \$ 23.59 | \$ 23.59 | 0.0% |
| Trust Admin/CanaRx | \$ 4.20 | \$ 4.90 | 16.7% |
| | <u>\$ 313.32</u> | <u>\$ 340.20</u> | <u>8.6%</u> |

| | 2017 | 2018 | % change |
|----------------------------|------------------|------------------|--------------|
| Blue Medicare Rx \$5/10/25 | \$ 175.03 | \$ 177.09 | 1.2% |
| Medex 2 | \$ 136.68 | \$ 139.42 | 2.0% |
| BCBS Admin | \$ 23.59 | \$ 23.83 | 1.0% |
| Trust Admin/CanaRx | \$ 4.90 | \$ 5.66 | 15.5% |
| | <u>\$ 340.20</u> | <u>\$ 346.00</u> | <u>1.70%</u> |

| | 2018 | 2019 | % change |
|----------------------------|------------------|------------------|--------------|
| Blue Medicare Rx \$5/10/25 | \$ 177.09 | \$ 185.23 | 4.6% |
| Medex 2 | \$ 139.42 | \$ 140.04 | 0.4% |
| BCBS Admin | \$ 23.83 | \$ 24.07 | 1.0% |
| Trust Admin/CanaRx | \$ 5.66 | \$ 5.66 | 0.0% |
| | <u>\$ 346.00</u> | <u>\$ 355.00</u> | <u>2.60%</u> |

OPTION 1

| | 2019 | 2020 | % change |
|----------------------------|------------------|------------------|-------------|
| Blue Medicare Rx \$5/10/25 | \$ 185.23 | \$ 186.96 | 0.9% |
| Medex 2 | \$ 140.04 | \$ 143.31 | 2.3% |
| BCBS Admin | \$ 24.07 | \$ 24.07 | 0.0% |
| Trust Admin/CanaRx | \$ 5.66 | \$ 5.66 | 0.0% |
| | <u>\$ 355.00</u> | <u>\$ 360.00</u> | <u>1.4%</u> |

OPTION 2

| | 2019 | 2020 | % change |
|----------------------------|------------------|------------------|-------------|
| Blue Medicare Rx \$5/10/25 | \$ 185.23 | \$ 186.96 | 0.9% |
| Medex 2 | \$ 140.04 | \$ 140.31 | 0.2% |
| BCBS Admin | \$ 24.07 | \$ 24.07 | 0.0% |
| Trust Admin/CanaRx | \$ 5.66 | \$ 5.66 | 0.0% |
| | <u>\$ 355.00</u> | <u>\$ 357.00</u> | <u>0.6%</u> |

OPTION 3

| | 2019 | 2020 | % change |
|----------------------------|------------------|------------------|-------------|
| Blue Medicare Rx \$5/10/25 | \$ 185.23 | \$ 185.23 | 0.0% |
| Medex 2 | \$ 140.04 | \$ 140.04 | 0.0% |
| BCBS Admin | \$ 24.07 | \$ 24.07 | 0.0% |
| Trust Admin/CanaRx | \$ 5.66 | \$ 5.66 | 0.0% |
| | <u>\$ 355.00</u> | <u>\$ 355.00</u> | <u>0.0%</u> |

OPTION 4

| | 2019 | 2020 | % change |
|-----------------------------|------------------|------------------|--------------|
| Blue Medicare Rx \$10/20/35 | \$ 185.23 | \$ 163.54 | -11.7% |
| Medex 2 | \$ 140.04 | \$ 143.73 | 2.6% |
| BCBS Admin | \$ 24.07 | \$ 24.07 | 0.0% |
| Trust Admin/CanaRx | \$ 5.66 | \$ 5.66 | 0.0% |
| | <u>\$ 355.00</u> | <u>\$ 337.00</u> | <u>-5.1%</u> |

OPTION 5

| | 2019 | 2020 | % change |
|-----------------------------|------------------|------------------|--------------|
| Blue Medicare Rx \$10/20/35 | \$ 185.23 | \$ 163.54 | -11.7% |
| Medex 2 | \$ 140.04 | \$ 140.73 | 0.5% |
| BCBS Admin | \$ 24.07 | \$ 24.07 | 0.0% |
| Trust Admin/CanaRx | \$ 5.66 | \$ 5.66 | 0.0% |
| | <u>\$ 355.00</u> | <u>\$ 334.00</u> | <u>-5.9%</u> |

Hampshire Group Insurance Trust

Motion October 9, 2019 IAC Meeting

Subject: IY 2020 MEDEX Rate

Pertinent Facts: The Executive Committee met on September 25, 2019 and reviewed several MEDEX rate scenarios with Director, Joe Shea. Much of the discussion centered around two major themes. What if we left the prescription copay tiers unchanged, what affect would that have on the rates? What if we changed the copay tiers to more closely reflect the changes we made to active employee plans, what affect would that have on rates?

Mr. Shea presented his rate scenarios and the executive committee had a lengthy debate regarding the most equitable approach to Medex rates in light of the changes made to copays and deductibles in our plans for active employees.

Fiscal Note: Current Medex 2 premiums are \$355 per month based on the Blue Medicare RX rates of \$5/\$10/\$25.

Recommended Motion:

Move that the Hampshire County Group Insurance Trust adopt a monthly premium of \$337.00 for Medex 2 coverage based on a change in prescription copay to \$10/\$20/\$35.