

Insurance Advisory Committee

Agenda

DATE**October 14, 2026**

10:00 am

MEETING FORMAT**Virtual****ONETAP MOBILE****[+1 804-905-9967,,437147300#](tel:+18049059967,437147300#)**

United States

MEETING LOCATION**Join Teams Meeting:**<https://teams.microsoft.com/meet/29458254624983?p=UpMZRc6a2G0hvkne07>Meeting ID: **294 582 546 249 83**Passcode: **j2vE7kM9**

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.

AGENDA

01 Call to Order

02 Executive Committee Elections

- EC Chairperson · one seat
- Municipalities with more than 5,000 residents · one seat
- Municipalities with fewer than 5,000 residents · one seat
- School districts · one seat
- At large · five seats

03 Executive Committee Vice Chair Election

Elected from among the eight newly elected members other than the Chair

04 Review and approve minutes of September 9, 2026

05 Financial Statement/Warrant

Old Business *(VOTES may be taken)*

06 Ben Admin System Update

07 FY25 Audit Update

New Business *(VOTES may be taken)*

08 CY27 Medicare Renewal

Other Business *(VOTES may be taken)*

09 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.

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) · <i>Vacant</i>

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

ANNUAL ELECTION BALLOT | TOTAL SEATS: 9

UNIT NAME: _____

UNIT REPRESENTATIVE: _____

REPRESENTATIVE'S TITLE: _____

The Nominated Members are as follows:

Chairperson, EC (1)

☐ Shelley Poreda (Frontier Regional) ☐ _____

Representative from towns or cities of 5000 residents or more (1)

☐ Joanne Misiaszek (Belchertown) ☐ _____

Representative from towns under 5000 residents (1)

☐ Paula Harrison (Colrain) ☐ _____

Representative of Schools & School Districts (1)

☐ Stacy Stewart (Gateway Regional S. D.) ☐ _____

Representatives at large (5)

☐ Donna Whiteley (South Hadley) ☐ _____

☐ Emily Russo (Easthampton) ☐ _____

☐ Andrew Levine (Hatfield) ☐ _____

☐ Paul McLatchy III (Ashfield) ☐ _____

☐ Jake Voelker (Rowe) ☐ _____

Vice Chairperson, EC (1) — *must be a member of the Executive Committee*

☐ Emily Russo (Easthampton) ☐ _____

Hampshire County Group Insurance Trust

88 King Street, Northampton, MA 01060

INSURANCE ADVISORY COMMITTEE MEETING MINUTES

TO: All Trust Member Units

RE: Minutes of September 9, 2026 Insurance Advisory Committee Meeting Held Remotely via Microsoft Teams

MEMBERS PRESENT		GUESTS PRESENT
Shelley Poreda — <i>Chair</i>	Cara Leach	Danielle Chaplick
Emily Russo — <i>Vice Chair</i>	Cathy Levreault	Gloria Congram
Jan Ameen	Andrew Levine	Salem Derby
Sharon Ashleigh	Sean MacDonald	Tara Fafard
Ron Aponte	Carolyn Manley	Heidi Fountain
Mary Billion	Paul McLatchy III	John Garrish
Angelina Bragdon	Emily Pollard	Marianna Gil
Kristen Cormier	Sarah Reynolds	Cindy Graves
Lisa Courchaine	Jennifer Sanders-James	Linda Gross
Tina Cote	Kari Scytkowski	Michele Komosa
Jennifer Day	Eileen Seymour	Mary Leroux
Rachel Emerson	Stacy Stewart	Angela Medeiros
Virginia Gabert	Sharon Strzegowski	Nicole Miner
Paula Harrison	Michele Turner	Amber Robidoux
Allan Kidston	Jake Voelker	Chuck Romboletti
Sarah Kimball	Donna Whiteley	Dawn Scaparotti
	Jessalyn Zaykoski	Marc Shapiro
		Sue Shillue
		Shaun Suhoski

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 10:03 a.m. with 35 member units present, representing 81.66% of the weighted vote. A quorum was present.

MEETING MINUTES

MOTION: On a motion by Andrew Levine, seconded by Jessalyn Zaykoski, the minutes of the June 24, 2026 Insurance Advisory Committee meeting were approved as presented.

Result: Approved by unanimous consent.

FY26 RECAP

Danielle Chaplick of the Hilb Group presented the FY26 recap. She reviewed work completed since January, including the market evaluation and renewal of Blue Cross Blue Shield administration, pharmacy strategy work with PBIRx that moved the Trust to Employers Health for stronger contract and rebate terms while maintaining the formulary, and the move of stop loss coverage to Blue Cross Blue Shield for lower administrative costs and improved claims reimbursement time. Looking ahead, the Hilb Group will continue annual pharmacy evaluation and focus on data analytics, high-cost claimants, point solutions, healthcare management, and operational efficiencies, including the benefits administration system procurement.

At June 30, the Trust had approximately \$7 million in cash, a balanced budget, and an estimated aggregate surplus of approximately \$500,000. The FY27 budget projects approximately \$1 million in additional surplus based on conservative revenue and claims assumptions intended to continue stabilizing and rebuilding Trust reserves. The group discussed that a more definitive longer-term reserve target will be evaluated during the FY28 underwriting process, and that the final FY26 result remains subject to completion of the audit.

FINANCIAL STATEMENT / WARRANT APPROVAL

The Chair reviewed the new QuickBooks-based financial reporting for July, which now presents revenues and expenditures against budget and provides transaction-level detail. July premium revenue was slightly below budget due to enrollment changes. The salary variance was primarily attributable to July having three payrolls rather than two and is expected to normalize over the year. The Trust earned approximately \$9,500 in interest income during July. The July warrant totaled approximately \$8.7 million. The packet also included bank transaction detail, the OPEB account balance, and accounts receivable as of August 1.

EXECUTIVE COMMITTEE “AT LARGE” MEMBER VACANCY

The Chair reminded members that the Executive Committee continues to have one at-large vacancy, which may be filled on an interim basis through the October annual election. All Executive Committee seats will be subject to election in October. Members interested in the vacancy or in running for an Executive Committee seat were asked to contact Cindy Graves or Shelley Poreda and be prepared to provide a brief statement introducing themselves and their background.

AUDIT FY25 UPDATE

The Chair reported that the FY25 audit is complete and a draft has been provided. The draft will also be reviewed by the Hilb Group, with a summary to be presented at the October IAC meeting. The FY26 audit is also underway, with the auditors collecting information and preparing for additional work with the Trust office. Completion of FY26 will bring the Trust substantially current on its annual audits.

7/1/26 MEMBER UNIT WITHDRAWAL UPDATES

The Chair and the Hilb Group reviewed the packet summary for the 12 member units that withdrew effective July 1, 2026, including each unit's deposit, runout claims paid to date, invoices, and remaining balance. The withdrawing units had approximately \$1.7 million in deposits in total. After the first month of runout claims, approximately \$746,594 in deposits

remained. Five of the 12 units had already exceeded their deposits and were being invoiced for amounts due to the Trust.

The group discussed the 18-month claims runout period. BCBS generally adjudicates claims within approximately 20 to 60 days, so the majority of runout activity is expected in the first quarter, although smaller claims will continue through the full runout period. Because the Trust operates as one pooled risk arrangement, claim projections were not developed at the individual withdrawing-unit level. The Trust's underwriting includes an IBNR factor for claims incurred but not yet reported, and applicable stop loss reimbursements will be credited in the withdrawing-unit reconciliation once received. The Trust office and the Hilb Group will continue invoicing and communicating with withdrawing units as balances develop.

DATA REQUEST POLICY

Marianna Gil presented the Data Request Policy. She explained that the Trust is a single pooled risk arrangement and that BCBS and CVS do not maintain claims reporting by individual member unit. A unit-specific request therefore requires the Trust office to build a current and historical census and the carriers to create custom medical and pharmacy extracts. To establish consistent expectations and manage administrative and carrier capacity, the policy permits one utilization data request per member unit per fiscal year. Requests must come directly from the member unit to the Trust Administrator, identify the requested data elements and time period, and allow at least four to six weeks for completion. Any carrier charge for reporting outside normal parameters may be passed through to the requesting unit. Data will be de-identified or aggregated when appropriate, with privacy officers involved when necessary.

Several members expressed concern that limiting requests could appear punitive or make it more difficult for units to evaluate coverage alternatives or explain the value of remaining with the Trust. The Executive Committee, Hilb Group, and BCBS representatives explained that the policy is intended to align with common joint-purchasing practices and with carrier capacity, not to restrict reasonable due diligence. Members were also reminded that the policy includes an exception process allowing the Executive Committee to authorize an additional request when a unit has a valid and reasonable need.

MOTION: On a motion by Michele Turner, seconded by Andrew Levine, to accept and adopt the Data Request Policy as presented.

Result: A roll call vote was taken with 58.90% in favor, 10.94% opposed, and 11.63% abstentions. Motion carried.

BENADMIN SYSTEM

Danielle provided an update on the benefits administration system procurement. The Executive Committee and Hilb Group have completed the RFP specifications, with the goal of reducing paper processes and improving enrollment communication and data sharing between member units and the Trust office. The RFP was expected to be posted publicly within several days. If at least three responsive bids are received, the top three will be presented to the Executive Committee, followed by a recommendation to the IAC based on price and the quality of the responses. The target is potential adoption of a system in early 2027.

OTHER BUSINESS

The Chair again encouraged interested members to contact Cindy Graves regarding the Executive Committee vacancy and the October annual election.

ADJOURNMENT

There being no further business, on a motion by Andrew Levine, seconded by Jessalyn Zaykoski, the meeting was adjourned at 11:16 a.m.

Prepared By:

Marianna Gil, Hilb Group

Hampshire County Group Insurance Trust

Profit & Loss Budget vs. Actual

July through August 2026

	TOTAL					
	Jul 26	Aug 26	YTD Actual	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense						
Income						
4000 · Income						
4001 · Health Insurance Premium	8,033,042.25	7,996,111.80	16,029,154.05	16,265,200.00	-236,045.95	98.55%
4003 · Pharmaceutial Rebate	0.00	0.00	0.00	0.00	0.00	0.0%
4004 · Reinsurance Reimbursement	9,915.23	97,191.23	107,106.46	0.00	107,106.46	100.0%
Total 4000 · Income	8,042,957.48	8,093,303.03	16,136,260.51	16,265,200.00	-128,939.49	99.21%
Total Income	8,042,957.48	8,093,303.03	16,136,260.51	16,265,200.00	-128,939.49	99.21%
Expense						
5000 · Salary						
5001 · Insurance Administrator	12,200.77	8,277.70	20,478.47	17,935.00	2,543.47	114.18%
5002 · Stipend	1,600.00	800.00	2,400.00	1,733.34	666.66	138.46%
5003 · Wellness & Benefits Specialist	9,646.93	6,512.31	16,159.24	14,110.00	2,049.24	114.52%
5004 · Treasurer	1,083.34	1,083.34	2,166.68	2,166.66	0.02	100.0%
5005 · Bonus/Vacation Buy Back	8,923.07	0.00	8,923.07	0.00	8,923.07	100.0%
5006 · Temporary Support	3,210.00	480.00	3,690.00			
Total 5000 · Salary	36,664.11	17,153.35	53,817.46	35,945.00	17,872.46	149.72%
5100 · Payroll Taxes						
5101 · FICA	517.39	234.49	751.88	1,000.00	-248.12	75.19%
5102 · Mass Unemploy Health	13.88	22.48	36.36	166.66	-130.30	21.82%
Total 5100 · Payroll Taxes	531.27	256.97	788.24	1,166.66	-378.42	67.56%
5200 · Benefits						
5201 · Health Insurance	2,827.48	2,827.48	5,654.96	5,655.00	-0.04	100.0%
5202 · Insurance (Dental,Vision,Life)	302.28	130.76	433.04	261.54	171.50	165.57%
5203 · Retiree Health & Other	1,730.36	1,530.50	3,260.86	3,020.08	240.78	107.97%
5204 · Contributory Retirement	131,682.00	0.00	131,682.00	131,682.00	0.00	100.0%
Total 5200 · Benefits	136,542.12	4,488.74	141,030.86	140,618.62	412.24	100.29%
5300 · Insurance Expense						
5301 · Workers' Compensation	359.00	0.00	359.00	2,500.00	-2,141.00	14.36%
5302 · Liability and Property	0.00	0.00	0.00	2,500.00	-2,500.00	0.0%

Hampshire County Group Insurance Trust

Profit & Loss Budget vs. Actual

July through August 2026

	TOTAL					
	Jul 26	Aug 26	YTD Actual	Budget	\$ Over Budget	% of Budget
Total 5300 · Insurance Expense	359.00	0.00	359.00	5,000.00	-4,641.00	7.18%
5350 · Building/Facilities						
5351 · Rent Expense	1,000.00	1,000.00	2,000.00	2,000.00	0.00	100.0%
5352 · Telephone/Internet Expense	386.61	448.42	835.03	1,000.00	-164.97	83.5%
Total 5350 · Building/Facilities	1,386.61	1,448.42	2,835.03	3,000.00	-164.97	94.5%
5400 · Contracted Services						
5401 · Executive Consultant	31,428.29	15,714.29	47,142.58	31,428.00	15,714.58	150.0%
5402 · Audit Services	0.00	0.00	0.00	0.00	0.00	0.0%
5403 · Legal Services	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
5404 · Computer Services	4,000.00	4,000.00	8,000.00	8,333.34	-333.34	96.0%
5405 · IT Services	1,963.08	1,969.48	3,932.56	5,833.34	-1,900.78	67.42%
5406 · Other Services	900.00	0.00	900.00			
Total 5400 · Contracted Services	38,291.37	21,683.77	59,975.14	46,594.68	13,380.46	128.72%
5500 · Miscellaneous						
5501 · Wellness	0.00	0.00	0.00	916.66	-916.66	0.0%
5502 · Payroll Processing	167.31	117.75	285.06	333.34	-48.28	85.52%
5503 · Computer Supplies/Hardware	0.00	0.00	0.00	583.34	-583.34	0.0%
5504 · Postage and Delivery	0.00	0.00	0.00	83.34	-83.34	0.0%
5506 · Bonds	0.00	100.00	100.00	166.66	-66.66	60.0%
5507 · Travel Expense	0.00	0.00	0.00	166.66	-166.66	0.0%
5508 · Office/Other Supplies	0.00	0.00	0.00	916.66	-916.66	0.0%
Total 5500 · Miscellaneous	167.31	217.75	385.06	3,166.66	-2,781.60	12.16%
5800 · Insurance						
5801 · Health Insurance Claims	4,592,697.09	5,415,021.47	10,007,718.56	11,388,333.34	-1,380,614.78	87.88%
5802 · Health Insurance Settlement	304,619.93	356,963.33	661,583.26	505,064.58	156,518.68	130.99%
5803 · Pharmaceutical Claims	1,604,633.54	1,429,449.21	3,034,082.75	3,646,666.66	-612,583.91	83.2%
5804 · Blue Medicare RX PDP	764,668.35	657,642.93	1,422,311.28	1,411,904.34	10,406.94	100.74%
5805 · CanaRx	8,348.12	3,942.33	12,290.45	30,000.00	-17,709.55	40.97%
5806 · ElectRX	0.00	0.00	0.00	16,666.66	-16,666.66	0.0%
5807 · PCORI	35,189.27	0.00	35,189.27	6,837.34	28,351.93	514.66%

Hampshire County Group Insurance Trust

Profit & Loss Budget vs. Actual

July through August 2026

	TOTAL					
	Jul 26	Aug 26	YTD Actual	Budget	\$ Over Budget	% of Budget
5808 · Reinsurance	196,375.72	206,438.76	402,814.48	394,919.34	7,895.14	102.0%
5009 · Run-Off Claims	1,001,302.91	178,978.53	1,180,281.44			
Total 5800 · Insurance	8,507,834.93	8,248,436.56	16,756,271.49	17,400,392.26	-644,120.77	96.3%
Total Expense	8,721,776.72	8,293,685.56	17,015,462.28	17,635,883.88	-620,421.60	96.48%
Net Ordinary Income	-678,819.24	-200,382.53	-879,201.77	-1,370,683.88	491,482.11	64.14%
Other Income/Expense						
Other Income						
8000 · Non-Operating Revenues						
8005 · Interest Income	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Total 8000 · Non-Operating Revenues	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Total Other Income	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Net Other Income	8,569.53	9,444.86	18,014.39	-10,000.00	28,014.39	-180.14%
Net Income	-670,249.71	-190,937.67	-861,187.38	-1,380,683.88	519,496.50	62.37%

Hampshire County Group Insurance Trust
ESB Transaction Detail
August 2026

Type	Date	Num	Name	Memo	Amount	Balance
1008 · M&T Bank						
				Opening Balance		7,578,890.08
Check	08/03/2026	Wire	BCBS	Level Monthly Deposit 08/2026	-5,950,963.33	1,627,926.75
Check	08/04/2026	Wire	BCBS	August BCBS Stop Loss	-195,523.64	1,432,403.11
Deposit	08/06/2026			Deposit	16,424.00	1,448,827.11
Deposit	08/10/2026	ACH		8/10/26 SL	53,044.77	1,501,871.88
Check	08/11/2026	Wire	CVS Caremark	7/24/26-7/31/26	-314,138.09	1,187,733.79
Check	08/11/2026	Wire	CVS Caremark	7/1/26-7/31/26	-33,774.41	1,153,959.38
Check	08/11/2026	Wire	CVS Caremark	8/1/26-8/07/26	-300,717.92	853,241.46
Check	08/11/2026	Wire	Paydhealth, LLC	Case Management Fee 7/1/26-7/31/26	-3,022.82	850,218.64
Transfer	08/11/2026	Transfer		Bank Transfer	3,000,000.00	3,850,218.64
Deposit	08/11/2026	RTN Wire	Paydhealth, LLC	Deposit (Wire Pymt Returned Wrong Bank Info Les	2,972.82	3,853,191.46
Check	08/12/2026		Checkwriters	PR Dated 8/13/26	-56.58	3,853,134.88
Check	08/12/2026		Checkwriters	PR Dated 8/13/26	-5,411.68	3,847,723.20
Check	08/12/2026		Checkwriters	PR Dated 8/13/26	-1,499.05	3,846,224.15
Check	08/18/2026	Wire	CVS Caremark	8/8/26-8/15/26	-408,911.99	3,437,312.16
Deposit	08/18/2026			Deposit	287,404.74	3,724,716.90
Deposit	08/20/2026	ACH		8/20/26 SL	42,753.15	3,767,470.05
Deposit	08/21/2026			Deposit	61,096.00	3,828,566.05
Check	08/24/2026	Wire	CVS Caremark	8/16/26-8/23/26	-368,833.98	3,459,732.07
Deposit	08/26/2026			Deposit	22,026.81	3,481,758.88
Deposit	08/26/2026	ACH		8/26/26 Pooled Dividend	1,393.31	3,483,152.19
Check	08/26/2026		Checkwriters	PR Dated 8/27/26	-61.17	3,483,091.02
Check	08/26/2026		Checkwriters	PR Dated 8/27/26	-6,270.60	3,476,820.42
Check	08/26/2026		Checkwriters	PR Dated 8/27/26	-1,631.40	3,475,189.02
Check	08/28/2026	Wire	Paydhealth, LLC	Case Management Fee 7/1/26-7/31/26	-3,022.82	3,472,166.20
Check	08/31/2026	Wire	Blue MedicareRX	7141842 8/13/26	-657,642.93	2,814,523.27
Deposit	08/31/2026			Deposit	944,965.10	3,759,488.37
Deposit	08/31/2026			Interest	4,388.51	3,763,876.88
Total 1008 · M&T Bank						
TOTAL					-3,815,013.20	3,763,876.88

Type	Date	Num	Name	Memo	Amount	Balance
1007 · TruNorth Bank (ESB)						
				Opening Balance		2,133,989.52
Check	08/03/2026	ESB	M&B Holding Company	August Rent	-1,000.00	2,132,989.52
Bill Pmt -Chec	08/03/2026	7312	ACSA Group Insurance	047540 08/01/2026-08/31/2026	-329.38	2,132,660.14
Bill Pmt -Chec	08/03/2026	7313	Boston Mutual Life Ins	August 2026	-42.00	2,132,618.14
Bill Pmt -Chec	08/03/2026	7314	The HILB Group	13005805 07/06/2026	-15,714.29	2,116,903.85
Check	08/03/2026	Online Pymt	Comcast	8/1/26-8/31/26	-348.50	2,116,555.35
Deposit	08/03/2026			Deposit	93,075.00	2,209,630.35
Deposit	08/03/2026			Deposit	297,131.08	2,506,761.43
Deposit	08/03/2026			Deposit	39,566.00	2,546,327.43
Deposit	08/04/2026			Deposit	119,113.00	2,665,440.43
Deposit	08/04/2026			Deposit	120,814.00	2,786,254.43
Deposit	08/05/2026			Deposit	321,147.00	3,107,401.43
Bill Pmt -Chec	08/10/2026	7315	CanaRx Group Inc	July 16, 2026 -July 31, 2026	-144.47	3,107,256.96
Transfer	08/11/2026	Transfer		Bank Transfer	-3,000,000.00	107,256.96
Deposit	08/11/2026			Deposit	7,823.00	115,079.96
Deposit	08/11/2026			Deposit	7,393.00	122,472.96
Check	08/11/2026	Online Pymt	NetLogix	August	-1,969.48	120,503.48
Deposit	08/13/2026			Deposit	6,407.00	126,910.48
Deposit	08/14/2026			Deposit	830,515.51	957,425.99
Bill Pmt -Chec	08/17/2026	7316	CanaRx Group Inc	August 01, 2026 - August 15, 2026	-3,797.86	953,628.13
Bill Pmt -Chec	08/17/2026	7317	CMS, LLC	07/13/26-08/12/26	-99.92	953,528.21
Bill Pmt -Chec	08/17/2026	7318	CNA Surety	Bond #70384994 09/24/2026 to 09/24/2027	-100.00	953,428.21
Bill Pmt -Chec	08/17/2026	7319	Edward Haber	1436 08/11/2026	-4,000.00	949,428.21
Bill Pmt -Chec	08/17/2026	7320	UNUM	CLM RFD 7/1/2024 Policy Year	-10,915.12	938,513.09
Deposit	08/17/2026			Deposit	176,264.52	1,114,777.61
Deposit	08/19/2026			Deposit	82,038.00	1,196,815.61

Hampshire County Group Insurance Trust
ESB Transaction Detail
August 2026

Type	Date	Num	Name	Memo	Amount	Balance
Deposit	08/20/2026			Deposit	321,058.00	1,517,873.61
Deposit	08/20/2026			Deposit	327,005.84	1,844,879.45
Deposit	08/20/2026			Deposit	921,934.54	2,766,813.99
Deposit	08/20/2026			Deposit	240,261.00	3,007,074.99
Deposit	08/21/2026			Deposit	20,077.00	3,027,151.99
Deposit	08/21/2026			Deposit	18,429.00	3,045,580.99
Deposit	08/21/2026			Interest	2,434.46	3,048,015.45
Bill Pmt -Chec	08/24/2026	7321	Hampshire County Gro	9/01/2026-9/30/2026	-6,740.00	3,041,275.45
Bill Pmt -Chec	08/24/2026	7322	Hampshire County Reti	August 2026	-1,533.06	3,039,742.39
Deposit	08/24/2026			Deposit	95,259.00	3,135,001.39
Deposit	08/25/2026			Deposit	122,732.00	3,257,733.39
Deposit	08/26/2026			Deposit	117,298.00	3,375,031.39
Deposit	08/27/2026			Deposit	1,032,709.00	4,407,740.39
Deposit	08/27/2026			Deposit	79,401.00	4,487,141.39
Deposit	08/27/2026			Deposit	6,875.00	4,494,016.39
Deposit	08/27/2026			Deposit	14,682.00	4,508,698.39
Deposit	08/27/2026			Deposit	80,941.43	4,589,639.82
Deposit	08/27/2026			Deposit	94,199.03	4,683,838.85
Deposit	08/27/2026			Deposit	291,322.00	4,975,160.85
Deposit	08/27/2026			Deposit	6,895.26	4,982,056.11
Deposit	08/27/2026			Deposit	238,126.58	5,220,182.69
Deposit	08/27/2026			Deposit	14,036.00	5,234,218.69
Deposit	08/28/2026			Deposit	38,281.00	5,272,499.69
Deposit	08/28/2026			Deposit	125,972.58	5,398,472.27
Deposit	08/28/2026			Deposit	64,781.00	5,463,253.27
Deposit	08/28/2026			Deposit	13,781.00	5,477,034.27
Deposit	08/28/2026			Deposit	40,545.00	5,517,579.27
Deposit	08/28/2026			Deposit	3,770.00	5,521,349.27
Deposit	08/28/2026			Deposit	25,239.00	5,546,588.27
Deposit	08/28/2026			Deposit	20,599.00	5,567,187.27
Deposit	08/28/2026			Deposit	16,676.00	5,583,863.27
Deposit	08/28/2026			Deposit	89,004.00	5,672,867.27
Deposit	08/31/2026			Deposit	293,219.00	5,966,086.27
Deposit	08/31/2026			Deposit	263,161.00	6,229,247.27
	08/31/2026			Interest	2,621.89	6,231,869.16
Total 1007 · TruNorth Bank (ESB)						
TOTAL					4,097,879.64	6,231,869.16
Type	Date	Num	Name	Memo	Amount	Balance
1012 · TruNorth (ESB) CD OPEB						
				Opening Balance		348,419.68
General Journ	08/21/2026	91-kpl		August Interest	661.45	349,081.13
General Journ	08/31/2026	92-kpl		August Interest	375.72	349,456.85
Total 1012 · TruNorth (ESB) CD OPEB					1,037.17	349,456.85
TOTAL						
TOTAL CASH BALANCE						10,345,202.89

Hampshire County Group Insurance Trust
Monthly Transaction List by Vendor
August 2026

	Type	Date	Num	Memo	Amount
ACSA Employee Benefit Trust	Bill Pmt -Check	08/03/2026	7312	047540 08/01/2026-08/31/2026	329.38
BCBS	Check	08/03/2026	Wire	Level Monthly Deposit 08/2026	5,950,963.33
	Check	08/04/2026	Wire	August BCBS Stop Loss	195,523.64
Blue MedicareRX	Check	08/31/2026	Wire	7141842 8/13/26	657,642.93
Boston Mutual Life Ins	Bill Pmt -Check	08/03/2026	7313	August 2026	42.00
CanaRx Group Inc	Bill Pmt -Check	08/10/2026	7315	July 16, 2026 -July 31, 2026	144.47
	Bill Pmt -Check	08/17/2026	7316	August 01, 2026 - August 15, 2026	3,797.86
Checkwriters	Check	08/12/2026		PR Dated 8/13/26	56.58
	Check	08/12/2026		PR Dated 8/13/26	5,411.68
	Check	08/12/2026		PR Dated 8/13/26	1,499.05
	Check	08/26/2026		PR Dated 8/27/26	61.17
	Check	08/26/2026		PR Dated 8/27/26	6,270.60
	Check	08/26/2026		PR Dated 8/27/26	1,631.40
CMS, LLC	Bill Pmt -Check	08/17/2026	7317	07/13/26-08/12/26	99.92
CNA Surety	Bill Pmt -Check	08/17/2026	7318	Bond #70384994 09/24/2026 to 09/24/2027	100.00
Comcast	Check	08/03/2026	Online Pymt	8/1/26-8/31/26	348.50
CVS Caremark	Check	08/11/2026	Wire	7/24/26-7/31/26	314,138.09
	Check	08/11/2026	Wire	7/1/26-7/31/26	33,774.41
	Check	08/11/2026	Wire	8/1/26-8/07/26	300,717.92
	Check	08/18/2026	Wire	8/8/26-8/15/26	408,911.99
	Check	08/24/2026	Wire	8/16/26-8/23/26	368,833.98
Edward Haber	Bill Pmt -Check	08/17/2026	7319	1436 08/11/2026	4,000.00
Hampshire County Group Insurance Trust	Bill Pmt -Check	08/24/2026	7321	9/01/2026-9/30/2026	6,740.00
Hampshire County Retirement System	Bill Pmt -Check	08/24/2026	7322	August 2026	1,533.06
M&B Holding Company LLC	Check	08/03/2026	ESB	August Rent	1,000.00
NetLogix	Check	08/11/2026	Online Pymt	August	1,969.48
Paydhealth, LLC	Check	08/11/2026	Wire	Case Management Fee 7/1/26-7/31/26	3,022.82
	Deposit	08/11/2026	RTN Wire	Deposit (Wire Pymt Returned Wrong Bank Info Les	(2,972.82)
	Check	08/28/2026	Wire	Case Management Fee 7/1/26-7/31/26	3,022.82
The HILB Group	Bill Pmt -Check	08/03/2026	7314	13005805 07/06/2026	15,714.29
UNUM	Bill Pmt -Check	08/17/2026	7320	CLM RFD 7/1/2024 Policy Year	10,915.12
MONTHLY TOTAL					8,295,243.67

Hampshire County Group Insurance Trust

A/R Aging Summary

As of August 31, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Athol	0.00	287,613.10	0.00	0.00	0.00	287,613.10
Conway	0.00	91,816.00	1,007.00	0.00	0.00	92,823.00
Cummington	0.00	4,265.00	0.00	0.00	0.00	4,265.00
Middlefield	0.00	4,903.00	0.00	0.00	0.00	4,903.00
New Salem/Wendell USD	0.00	121,947.00	0.00	0.00	0.00	121,947.00
SO. Deerfield WTR. Supply Dist.	0.00	9,946.00	0.00	0.00	0.00	9,946.00
Warwick	0.00	16,302.00	0.00	0.00	0.00	16,302.00
Wendell	0.00	8,530.00	0.00	0.00	0.00	8,530.00
Whately	0.00	-0.01	0.00	0.00	0.00	-0.01
TOTAL	0.00	545,322.09	1,007.00	0.00	0.00	546,329.09

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)	
Pymt Rcvd/Cr Sent		\$ (44.98)	\$ -	\$ -	\$ (5,832.19)	\$ 2,113.32	\$ -	\$ -	\$ -	\$ (544.00)	\$ -	\$ -	
Aug Prem Invoice	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,007.00	\$ -	\$ -	\$ -	\$ -	\$ (401.10)	
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
Total Due by 9/15	\$ 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)	
Paid	\$ (29,456.98)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (130,284.58)	\$ (226.01)	\$ -	\$ -	\$ -	\$ -	
Balance Total 9/18	\$ -	\$ (14,888.72)	\$ (2,423.29)	\$ (134,307.50)	\$ (127,603.89)	\$ 1,618.70	\$ -	\$ -	\$ (252,034.18)	\$ 20,307.60	\$ (67,873.49)	\$ (329,357.48)	
Aug 2026 Claims	\$ 25,866.67	\$ 4,657.20	\$ 25.65	\$ 5,629.80	\$ 32,158.39	\$ 1,140.07	\$ 1,333.15	\$ -	\$ 25,866.67	\$ 4,587.89	\$ 2,075.75	\$ 75,637.29	\$ 178,978.53
Total Due by 10/15	\$ 25,866.67	\$ (10,231.52)	\$ (2,397.64)	\$ (128,677.70)	\$ (95,445.50)	\$ 2,758.77	\$ 1,333.15	\$ -	\$ (226,167.51)	\$ 24,895.49	\$ (65,797.74)	\$ (253,720.19)	
Paid	\$ (25,866.67)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,333.15)	\$ -	\$ -	\$ -	\$ -	\$ -	
Remaining Deposit Bals	\$ -	\$ (10,231.52)	\$ (2,397.64)	\$ (128,677.70)	\$ (95,445.50)	\$ -	\$ -	\$ -	\$ (226,167.51)	\$ -	\$ (65,797.74)	\$ (253,720.19)	\$ (782,437.80)
Unit Going To:	GIC	Mass Strategic	GIC	Mass Strategic	Fern Rock	GIC	Cigna	GIC	GIC	GIC	Fern Rock	MIIA	

Hampshire County Group Insurance Trust

2027 Medicare Renewal

October 14, 2026



INSURANCE | BENEFITS | HR SOLUTIONS

Health Insurance Market Trends

Key factors contributing to the continuous rise in healthcare costs

Aging Population

The increasing number of older adults leads to higher demand for medical services and long-term care, driving up costs.

Advancements in Medical Technology

Innovations in treatments and diagnostic tools enhance patient care but often come with high price tags.

Pharmaceutical Prices

The rising cost of prescription drugs, influenced by factors like research and development expenses, contributes significantly to overall healthcare spending.

Chronic Disease Prevalence

A growing number of individuals with chronic conditions increases healthcare utilization, leading to higher costs for management and treatment.

Administrative Expenses

The complexity of the healthcare system, including billing and insurance-related costs, adds to the overall financial burden on providers and patients.

Provider Consolidation

Mergers and acquisitions among healthcare providers can reduce competition, allowing for increased pricing power and higher service charges.

Preventive Care Underutilization

Lack of access to or participation in preventive health measures can result in higher costs due to late-stage disease treatment.

2027 Medicare Trends

In 2027, several key changes are set to impact Medicare beneficiaries

Increase in Part B Premiums and Deductibles

The monthly Part B premium is projected to rise to \$209.50, an increase of \$6.60 from the previous year. The Part B deductible is expected to reach \$292, up \$9 from the current amount.

End of Part D Premium Subsidy

The government is terminating a subsidy that had been reducing stand-alone Part D drug plan premiums by an average of \$16 per month. This change may lead to higher out-of-pocket costs for beneficiaries.

Rise in Part D Out-of-Pocket Spending Cap

The annual out-of-pocket spending cap for Part D increases from \$2,100 to \$2,400, potentially affecting beneficiaries' prescription drug expenses.

Negotiated Prices for 19 Prescription Drugs

The Inflation Reduction Act mandates that CMS negotiate prices with manufacturers to reduce the cost of high-priced medications, including those for breast cancer, GLP-1s, inhalers for asthma and COPD, Type 2 diabetes, major depressive disorder, and more.

Continued Affordability of GLP-1 Medications

GLP-1 medications are expected to remain more affordable in 2027, benefiting beneficiaries who rely on these treatments.

Medex 2 with Blue MedicareRx PDP Cash Flow Review

FY2026 (July 2025 – June 2026)

<u>Month</u>	<u>Subs</u>	<u>Budget</u>	<u>Medial Claims</u>	<u>Fixed Expenses</u>	<u>PDP</u>	<u>Total Cost</u>	<u>Under/(Over) Budget</u>	<u>Plan Performance</u>
Jul-25	2,927	\$1,217,632	\$405,458	\$77,039	\$652,955	\$1,135,452	\$82,180	93%
Aug-25	2,934	\$1,220,544	\$575,833	\$77,223	\$654,517	\$1,307,573	(\$87,029)	107%
Sep-25	2,947	\$1,225,952	\$453,077	\$77,565	\$657,417	\$1,188,059	\$37,893	97%
Oct-25	2,960	\$1,231,360	\$488,886	\$77,907	\$660,317	\$1,227,110	\$4,250	100%
Nov-25	2,961	\$1,231,776	\$531,074	\$77,934	\$660,540	\$1,269,547	(\$37,771)	103%
Dec-25	2,968	\$1,234,688	\$477,381	\$78,118	\$662,101	\$1,217,600	\$17,088	99%
Jan-26	2,975	\$1,472,625	\$627,905	\$78,302	\$763,950	\$1,470,157	\$2,468	100%
Feb-26	2,974	\$1,472,130	\$705,235	\$78,276	\$763,693	\$1,547,204	(\$75,074)	105%
Mar-26	2,974	\$1,472,130	\$513,049	\$78,276	\$763,693	\$1,355,018	\$117,112	92%
Apr-26	2,989	\$1,479,555	\$588,342	\$78,670	\$767,545	\$1,434,558	\$44,997	97%
May-26	2,989	\$1,479,555	\$681,149	\$78,670	\$767,545	\$1,527,365	(\$47,810)	103%
Jun-26	2,991	\$1,480,545	\$486,886	\$78,723	\$768,059	\$1,333,668	\$146,877	90%
Total	35,589	\$16,218,492	\$6,534,275	\$936,702	\$8,542,333	\$16,013,311	\$205,181	99%

FY2027 Year-to-Date (July – August 2026)

<u>Month</u>	<u>Subs</u>	<u>Budget</u>	<u>Medical Claims</u>	<u>Fixed Expenses</u>	<u>PDP</u>	<u>Total Cost</u>	<u>Under/(Over) Budget</u>	<u>Plan Performance</u>
Jul-26	2,577	\$1,275,615	\$564,100	\$67,827	\$661,748	\$1,293,674	(\$18,059)	101%
Aug-26	2,586	\$1,280,070	\$414,195	\$68,064	\$664,059	\$1,146,317	\$133,753	90%
Total	5,163	\$2,555,685	\$978,295	\$135,890	\$1,325,807	\$2,439,992	\$115,693	95%

Budget = enrollment × total funding rate.

Medical Renewal Projection

Medical Renewal Projection Effective January 1, 2027		
Category	Medical	
	09/24 - 08/25	09/25 - 08/26
Paid Claims	\$5,940,071	\$6,531,280
Claims Adjustment: Prior Plan Changes	\$0	\$0
Total Net Paid Claims	\$5,940,071	\$6,531,280
Experience Period Member Months	34,311	34,891
PEPM Claims Cost	\$173.12	\$187.19
Annual Trend	12.0%	12.0%
Trend Months	28	16
Trend Factor	1.3027	1.1631
Trended PEPM Claim Cost	\$225.53	\$217.73
Experience Period Weighting	33%	67%
Blended PEPM Claim Cost	\$220.32	
Benefit / Plan Design Change Factor	1.0000	
Margin	9%	
Projected PEPM Claim Cost	\$250.15	
Projected Lives	2,586	
Months to Project	12	
Projected Claim Cost	\$7,452,418	
Total Projected Plan Expenses	\$7,452,418	
Current Premiums	\$6,575,370	
Estimated Renewal Increase	13.3%	

Medex 2 with Blue MedicareRx PDP Renewal

BCBS Medex 2 (Self-Funded) with Blue MedicareRx PDP (Fully-Insured) Effective January 1, 2027						
Category	Current Funding (2026)	Renewal Funding (2027)	Change (\$)	Change (%)	Alternative 1 (2027)	Alt 1 Change (%)
Enrollment	2,586	2,586			2,586	
Medical Claims Funding (Annual)	\$6,575,370	\$7,452,335	\$719,796	13.3%	\$7,295,166	13.3%
Medical Claims PEPM	\$211.89	\$240.15	\$23.20	13.3%	\$240.15	13.3%
Fully-Insured PDP Rate (Blue MedicareRx)	\$256.79	\$257.78	\$0.99	0.4%	\$251.20	-2.2%
Administrative Fee (CPC)	\$26.32	\$26.85	\$0.53	2.0%	\$26.85	2.0%
Actual / Rec. Funding Rate	\$495.00	\$524.78	\$24.72	6.0%	\$518.20	4.7%
Total Monthly Funding	\$1,280,070	\$1,357,081	\$77,011	6.0%	\$1,340,065	4.7%
Total Annual Funding	\$15,360,840	\$16,284,973	\$924,133		\$16,080,780	

Blue MedicareRx PDP Plan Design Options			
PDP Option	Retail Copays	Mail Order Copays	2027 PMPM
Renewal – Current Design (eff. 1/1/2026)	\$10 / \$25 / \$50	\$20 / \$50 / \$110	\$257.78
Alternative 1 – Blue MedicareRx Option 27	\$10 / \$30 / \$65	\$25 / \$75 / \$165	\$251.20

For context: the CY2026 total rate increased from \$416.00 to \$495.00 (+\$79.00, +19.0%) — medical \$166.60 to \$211.89 (+\$45.29, +27.2%), PDP \$223.08 to \$256.79 (+\$33.71, +15.1%, with the 1/1/2026 copay change), administrative fee unchanged at \$26.32.

Medicare RFQ: Process & Responses

HCGIT released an RFQ for Medicare retiree medical and Part D coverage effective January 1, 2027, inviting bundled, self-insured medical, fully insured medical, and fully insured standalone PDP quotes.

Carrier	Outcome	Response Summary
Blue Cross Blue Shield of MA	Incumbent renewal	Medex 2 (self-funded) with Blue MedicareRx PDP (fully insured) — see renewal exhibits.
UnitedHealthcare	Declined	Will not quote consortium cases; underwriting draws a hard line against this case type.
Humana	Declined	Massachusetts network falls below the CMS adequacy threshold for 2027.
Mass General Brigham Health Plan	Declined	No ASO option available; unable to match the existing PDP plan design.
Aetna	Quoted	Fully insured Medicare Advantage PPO (medical only) and with Part D (MAPD). After further review, Aetna recommends re-evaluating in 2027 due to current network limitations.
Harvard Pilgrim Health Care	Quoted	ASO self-funded medical only: \$26.50 PMPM admin fee, guaranteed through 2028; 2029 increase capped at 3%. Aetna SilverScript PDP pairing not available (see below).

No respondent quoted a standalone PDP, and the Aetna bid is no longer viable.

HPHC can pair its self-funded medical with a standalone PDP, and its direct bundling partner is Aetna SilverScript. However, the SilverScript quoting window had already closed: it required a September 1 commitment, while BCBS releases its renewal in mid-to-late September, so HCGIT would have had to commit before seeing the incumbent renewal.

As a result, neither the HPHC self-funded medical quote nor the Aetna medical-only MA quote has a drug plan to pair with, so neither is a complete option as quoted. The Aetna integrated MAPD was the only complete alternative to the BCBS renewal; however, due to recent network changes in Hampshire and Hampden counties and subsequent network negotiations, Aetna recommends re-evaluating the plan in 2027. The BCBS renewal is the only viable option for 2027.

Final Recommendation

Calendar year 2027 Medicare renewal, effective January 1, 2027

6.0%

funding rate increase for 2027

\$495.00 to \$524.78 per member per month

**Voted by the Executive Committee
October 7, 2026**

1

Renew with Blue Cross Blue Shield of MA

Medex 2 (self-funded) with Blue MedicareRx PDP (fully insured) at the renewal funding rate, a 6.0% increase effective January 1, 2027.

2

Aetna is not a viable option for 2027

Aetna remains a bidder of record, but due to recent network changes in Hampshire and Hampden counties and subsequent network negotiations, Aetna recommends re-evaluating the plan in 2027.

3

Return to market next year

Hilb recommends conducting a market analysis again next year to explore any further alternative opportunities.