

**Berkshire Health Group**

**Board Meeting #18-03**

Lenox Town Hall  
Lenox Massachusetts  
Monday, October 23, 2017 at 9:30 a.m.

**Meeting Minutes**

**Board and Alternates Present:**

Mary Beverly, Chair	Town of Adams
Sharon Harrison, Vice-Chair	Berkshire Hills RSD
Rebecca Herzog	Berkshire County Insurance Group
Brenda Rondeau	Mt. Greylock RSD
Paul Sieloff	Town of Lanesborough
Janet Saddler	Town of Williamstown
Chris Regan	Southern Berkshire RSD
Karen Fink	Town of Great Barrington
Maureen Senecal	Northern Berkshire RSD (McCann Technical School)
Erika Snyder	Adams Cheshire RSD

**Guests present:**

James Kelley, CPA	BHG Treasurer
Elizabeth Piantoni	Berkshire Health Systems/Wellness
Maureen Daniels	Berkshire Health Systems/Wellness
Heidi Fountain	Blue Cross Blue Shield of MA
Jonathan Payson	Blue Cross Blue Shield of MA
Christopher Nunnally	Group Benefits Strategies

Carol Cormier and Karen Carpenter, Group Benefits Strategies, arrived towards end of meeting because of unavoidable accident-associated traffic delays on the Mass. Pike.

Mary Beverly, Board Chair, called the meeting to order at 9:34 AM.

**Approval of the minutes of September 25, 2017 (meeting #18-02):**

Janet Saddler motioned to approve the Board meeting minutes of September 25, 2017 as written.

Moti  
on

Sharon Harrison seconded the motion. The motion passed by majority vote with one abstention.

**Treasurer's Report:**

*Financial Statements for September 2017* - Jim Kelley, Treasurer, distributed and reviewed the financial reports for the period ending September 30, 2017 (unaudited figures).

Mr. Kelley reported a one month increase to the fund balance at the end of September of ~\$115K with claims at 85% of member assessment revenue. Mr. Kelley reported an increase of \$566,000 to the Schwab investment account. He reported a trust fund balance of \$10,512,397 on September 30, 2017.

Mr. Kelley said that the auditors have all his information and that the audit should be completed mid December to early January because the auditor wants to wait to get the actual claims paid in November before completing the report.

**Review and Approval of the November 2017 Warrant Summary:**

This item was skipped.

**Procurement of a new Treasurer:**

Jim Kelley said he will send the information needed to advertise the position to Mary Beverly.

Ms. Beverly said she will work with Carol Cormier to develop a description of duties and advertisement.

Mr. Kelley assured the Board that he will not leave the position until a replacement has been found.

**GBS reports:**

Carol Cormier and Karen Carpenter were delayed in traffic and the monthly GBS financial and reinsurance reports were not presented.

Chris Nunnally, GBS, talked about the High Performance Health Plan concept that GBS is working on and which was described in general at the September meeting and which includes claims reduction programs for prescription drugs such as the CanaRx program that the Board recently adopted and Rx carveout programs. He said many of the medical claims reduction programs under consideration for recommendation are independent care management programs.

There was a discussion and questions from the Board members about CanaRx and about Pharmacy Benefit Management Carveout.

Heidi Fountain, BCBS, said BCBS manages BHG's Rx formulary to keep costs down.

Mr. Nunnally said that GBS would not recommend an independent pharmacy management company if it could not be demonstrated that the arrangement would save the BHG money.

Sharon Harrison said it may be too late this year to do something this year.

Ms. Beverly asked Mr. Nunnally to contact BCBSMA and Berkshire Health Systems to learn about their programs.

Paul Sieloff asked about the HERO program and if it was being promoted adequately.

Maureen Daniels, BHG/Wellness, responded that it was being put out there regularly. She spoke about reaching out to pre-diabetics and hypertensive members. She talked about privacy issues.

**Wellness Report – Beth Piantoni:**

Beth Piantoni spoke about the criteria a pre-diabetic would go through, receiving rewards at the completion of each step. She said they are helping people get healthier with small changes so they can develop confidence to make life style changes that they can live with.

Karen Fink asked if people have access to Ms. Piantoni so they can call her.

Ms. Piantoni said that they do and that there is a written agreement with the member so they know their goals.

Ms. Beverly asked if Ms. Piantoni has participation numbers.

Beth Piantoni said 61 people were contacted, and 55 are firm participants.

Maureen Daniels brought forth the proposed contract with BHG for sharing the Wellness Coordinator and the RN's pay.

Janet Saddler moved to approve extending the contract with BHS for another year at a 4% price increase.

Chris Regan seconded the motion.

Motion

Paul Sieloff asked if a 4% increase was typical.

Ms. Daniels said that 4% has been fairly standard with this contract.

Ms. Saddler's motion passed by unanimous vote.

**Medex Renewal for CY18:**

The exhibit prepared by GBS based on the PDP premium and medical claims projections provided by BCBSMA showed a slight rate increase from \$329 to \$332.05 per month.

Janet Saddler moved to level-fund Medex through CY18.

Motion

Sharon Harrison seconded the motion.

Paul Sieloff asked to hold off on the vote until Carol Cormier arrives so she can have her input.

The motion passed by majority vote with Paul Sieloff voting no.

**Discussion about the Managers' Meeting on October 17, 2017:**

Paul Sieloff said he moderated the meeting and thought it went very well. He said he thinks most of the attendees were not opposed to the HSA qualified High Deductible Health Plans for FY19 because they will be an option and not mandatory.

**High Deductible Health Plans:**

There was a discussion about the recommended plan design for the HSA qualified High Deductible Health Plans for FY19 as presented in the Board packet.

Sharon Harrison moved to instruct GBS and BCBS to develop the HSA qualified High Deductible Health Plans for BHG as described in the exhibit, i.e. with a \$2,000 Individual and \$4,000 Family Deductible and OOP max of \$5,000 Individual/\$10,000 Family including medical and RX and including an allowable annual employer contribution to the HSAs of up to 50% of the plan deductible.

Motion

Paul Sieloff seconded the motion.

There was a discussion.

Ms. Harrison's motion passed by majority vote with Janet Saddler and Maureen Senecal voting "no".

**BCBS report:**

Heidi Fountain talked about the formulary changes for Medex and said she will get the final version of the formulary changes to Carol Cormier to send to the Board members.

Brenda Roundeau said she would like the formulary for the main health plans to be in a booklet or available as a pdf. Someone stated that it is on the BHG website.

Carol Cormier and Karen Carpenter arrived.

**Medex Renewal – continued:**

Mary Beverly told Carol Cormier about the vote to level fund the Medex plan for CY18 and asked her what she thought about that.

Ms. Cormier said she thought level-funding Medex would be fine.

**Other Business:**

Carol Cormier mentioned the Municipal Health Insurance Forum that GBS will host on November 28<sup>th</sup> in Worcester.

Paul Sieloff asked if GBS could schedule such meetings a little later in the day in the future, for those who would be driving a greater distance.

Ms. Cormier explained that GBS has clients from the Berkshires to the Cape and Islands and so sets up the forums to be in a central location.

Ms. Beverly said the next Board meeting will be held on Monday, November 20 at 9:30 AM.

There was no other business.

Mary Beverly adjourned the meeting at 11:15 AM.

*Prepared by Mary Beverly, BHG Chair and Carol Cormier, Group Benefits Strategies*