

## **Berkshire Health Group**

### **Board Meeting #19-02**

Lenox Town Hall  
Lenox Massachusetts  
Monday, October 22, 2018 at 9:30 a.m.

### **Meeting Minutes**

#### **Board and Alternates Present:**

Mary Beverly, Board Chair  
Sharon Harrison, Board Vice-Chair  
Maureen Senecal  
Karen Fink  
Lyndsay Broom  
Chris Regan  
Melissa Falkowski  
Erika Snyder

Town of Adams  
Berkshire Hills RSD  
Northern Berkshire RSD (McCann Technical School)  
Town of Great Barrington  
Town of Lenox  
Southern Berkshire RSD  
Central Berkshire RSD  
Adams-Cheshire RSD

#### **Guests present:**

James Kelley, CPA  
Elizabeth Piantoni  
Maureen Daniels  
Jeff Beane  
Heidi Fountain  
Carol Cormier  
Chris Nunnally  
Karen Carpenter

BHG Treasurer  
Berkshire Health Systems/Wellness  
Berkshire Health Systems  
MyTelemedicine  
Blue Cross Blue Shield of MA  
Group Benefits Strategies  
Group Benefits Strategies  
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Mary Beverly, Board Chair, called the meeting to order at 9:40 AM.

#### **Approval of the minutes of June 25, 2018 (meeting #18-11):**

Maureen Senecal motioned to approve the Board meeting minutes of June 25, 2018.

Motion

Melissa Falkowski seconded the motion. The motion passed by unanimous vote.

#### **Acceptance of the Notes of September 5, 2018 (meeting #19-01 – no quorum):**

It was noted that the notes incorrectly listed the date as June 25<sup>th</sup>.

Motion

Chris Regan motioned to accept the Board meeting Notes of September 5th as amended.

Maureen Senecal seconded the motion. The motion passed by majority vote. Erika Snyder and Sharon Harrison abstained.

**Treasurer's Report:**

*Financial Statements for August & September 2018 (unaudited figures)*- Jim Kelley, Treasurer, said as of August 31, 2018 the Cash position decreased by a net of approximately \$659K. He said the overall profit for the two months of July and August was \$240K.

Mr. Kelley reviewed the financial statements for the month of September and said the Cash position decreased by a net of nearly \$1.05M, mainly due to a transfer of \$1M to the MMDT investment account. He said he will be depositing more into the MMDT account in the future as approved by the Board. He reported a one-month profit of \$1.02M for the month of September.

Mr. Kelley reported Total Retained Earnings on September 30, 2018 of \$15,572,033. He reported the actuarial reserve at \$4,515,300.

In response to the good claims experience BHG is having, the Board asked Heidi Fountain to run a year over year utilization report.

There was a discussion about notifying retirees who are approaching age 65 or older about enrolling in Medicare and the Medex plan when eligible.

**Approval of the August, September and October 2018 Warrant Summaries:**

Carol Cormier said she reviewed the August and September Warrant Summaries at the last meeting and noted the August summary included the BCBS quarterly settle-up credit. She said the September and October Warrant Summaries were unremarkable.

Sharon Harrison mad a motion to approve the August, September and October warrants as presented.

Motion

Karen Fink seconded the motion. The motion passed by a unanimous vote.

**Wellness Report:**

*Contract renewal with Berkshire Health Systems* – Maureen Daniels said the 5<sup>th</sup> amendment to the Berkshire Health Systems Contract remains unchanged, with the exception of the 5% consultant fee increase to \$52.82 per hour.

Sharon Harrison made a motion to approve the amendment as presented.

Motion

Chris Regan seconded the motion. The motion passed by a unanimous vote.

*Report on Wellness Programs* - Elizabeth Piantoni distributed the Wellness Program report and said it has been a busy month. She said BHG Hero Coaching Program is doing well and has 18 participants. Ms. Piantoni said additional members are expected to participate following the biometric screenings. She said one of the Wellness Champions said she and her husband are participating together and see are seeing positive health results.

Ms. Piantoni said 28 members are participating in the Diabetes Care Coaching Program. She said the next quarterly mailing will be sent out soon. Ms. Piantoni said 14 gift cards were redeemed in September as incentives for the Colonoscopy program.

Ms. Piantoni said the on-site flu clinics are in progress and noted most municipalities have been scheduled

There was a discussion about the BHG Wellness Stipends and how it would be distributed between the Town of Lanesborough and the Mount Greylock schools.

Ms. Piantoni said the Wellness Committee met last week and distributed a new calendar. She said she is going to send out a wellness survey to the members to see what programs would be beneficial.

**GBS Reports:**

Carol Cormier reviewed the FY19 *Funding Rate Analysis (FRA) report* with data through September. She said that on a paid claims basis the composite expense-to-funding ratio for the health plans was 81%, but noted the surplus includes stop loss reimbursements. Ms. Cormier said the only plan that is underfunded is the Medex senior plan. She said the Board will be setting the rate for CY19 and should keep this in mind. Ms. Cormier said the dental plan expense-to-funding ratio was 79.8%.

Carol Cormier reviewed the October *BHG health plan enrollments* and said the vast majority of members are enrolled in the Network Blue HMO plan. She noted the active employee plan and the Medicare plan enrollment totals are close to being equal.

Karen Carpenter reviewed the *FY18 policy reinsurance reports*. She said that there were five members with claims over the \$225K specific deductible. She said total claims were \$1,772,060, and excess claims were \$647,060. She said the group has been reimbursed \$550,371.

Carol Cormier reviewed the historical *report of reinsurance premiums paid vs. reimbursements*. She said over the past 13 years, that only \$181,100 more was paid out in reinsurance premiums than received in reimbursements.

Carol Cormier reviewed the *CanaRx utilization report* that she prepared. She said the number of participants has increased from 8 members to 30 since the beginning of the program in August 2017. She said the net program savings since its inception was \$94,805.72.

There was a discussion and a question about how long a member would be able to continue receiving a discontinued medication if they have a 3-month prescription with refills.

*Website Maintenance Agreement* – Carol Cormier said the website maintenance agreement expired on June 30, 2018. She said GBS is proposing an annual fee of \$3,675, a 5% increase for FY19. She noted the fee has not increased over the past several years.

Maureen Senecal made a motion to approve the GBS Website Maintenance Agreement as presented for FY19.

Motion
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Melissa Falkowski seconded the motion. The motion passed by a unanimous vote.

The Board thanked GBS for the timely updates to the site and said the website was one of the best things the Board has implemented.

**BCBS Medex – rate for CY19:**

Carol Cormier said the rate information was reviewed at the last meeting. She reviewed the components of the Medex2 rate and said the fully insured Blue Medicare Rx portion of the rate is \$158.02. She said BCBS proposed the Medex 2 medical portion of the rate at \$157.42 and the BCBS Administrative fee proposed is \$26.64. Ms. Cormier when adding the estimated GBS fee, the total proposed rounded rate of \$348.00 is recommended.

Maureen Senecal made a motion to approve the recommended CY19 Medex rate of \$348.00, effective January 1, 2019.

Motion
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Sharon Harrison seconded the motion. The motion passed by a unanimous vote.

Carol Cormier noted that the Medex plan is not RDS eligible because the Board voted to add a fully insured Medicare PDP plan (EGWP plan). She said the savings is realized by the employers through lower rates rather than by the BHG through Retiree Drug Subsidies (RDS).

**MyTelemedicine/Access a Doctor presentation, Jeff Beane and Wayne Orchard:**

Jeff Beane, MyTelemedicine program Regional Representative, distributed presentation materials and said Wayne Orchard, Executive Vice President, will do a video demonstration of how to use the MyTelemedicine portal.

Wayne Orchard gave a brief history about the MyTelemedicine/Access a Doctor company. He said the company provides access to telehealth to over 1.5 million members. Mr. Orchard said the company drives utilization of the program through promotional mailings, emails, incentives, and welcome kits. He said ideally, he would like to obtain the members' email addresses to send an "activation" notice. Mr. Orchard said the doctor visits can be done through phone calls, video, or APP.

Mr. Orchard walked through the on-line demonstration and said Access a Doctor is a 24/7, 365 days a year program that includes unlimited behavioral health visits. He said there are Spanish and English speaking physicians. Mr. Orchard said MyTelemedicine/AccessADoctor program charges a per subscriber fee of \$2.05 per month, with no member co-pays and no claims charged to the group. He said he will guarantee 5% participation during the first year and if that is not met, MyTelemedicine will reduce its fees by \$0.20 per subscriber per month the following year.

**BCBS telehealth presentation – Heidi Fountain:**

Heidi Fountain said Berkshire Health Group is already offering the BCBS telehealth program, "Well Connection". She said last year, there was a total of 35 visits, across 6 members utilizing the program and noted 34 of the 35 visits were for behavioral health. Ms. Fountain said the program has not been advertised and has low utilization. She said she is willing to visit the employer worksites and to present information about the program. Ms. Fountain said she is also available to attend the health fairs. She said BCBS charges a \$0.50 per subscriber per month fee, but said the fee was not added to the BCBS system, so BHG has had the service free of charge.

Ms. Fountain said BCBS's Well Connection can only do video or WiFi APP consults and not phone calls. She said the telehealth physician can view the doctor's profiles. Ms. Fountain said in addition, the full scope of medical claims and history can be reviewed.

Sharon Harrison asked to see a utilization report of the costs of paying copays vs. no copays using 5% subscriber utilization figure.

Mary Beverly said the discussion will be continued at the next meeting with a review of the comparison of the two programs.

**BCBS Report:**

Heidi Fountain said she will look into the possible use of some of the wellness credits to offset telehealth incentive cards, should the BHG decide to offer incentives to use the program.

**Other Business:**

Special Open Enrollment for Berkshire Hills RSD – Sharon Harrison said she spoke at a previous meeting about having a special open enrollment for members following the end of negotiations. She requested the open enrollment for January.

Karen Fink made a motion to allow Berkshire Hills RSD a special open enrollment in January, following negotiations to add the HSA plans.

Motion
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Maureen Senecal seconded the motion. The motion passed by unanimous vote.

The next Board meeting was scheduled for November 26th at 9:30, to be held at the Lenox Town Hall, Lenox, MA.

There was no other business.

Mary Beverly adjourned the meeting at 12:03 PM.

*Prepared by Karen Carpenter  
Group Benefits Strategies*