

**Berkshire Health Group  
(BHG)**

**Board Meeting #21- 10**

Monday, September 27, 2021 at 9:30 a.m.  
Meeting by Virtual Participation

**Meeting Minutes**

**Board and Alternates Present:**

Sharon Harrison, Board Chair	Berkshire Hills RSD
Erika Snyder, Board Vice-Chair	Hoosac Valley RSD
Crystal Wojcik	Town of Adams
Greg Boino	Central Berkshire RSD
Lyndsay Broom	Town of Lenox
Maureen Senecal	Northern Berkshire Voc. RSD
Chris Desjardins	Southern Berkshire RSD
Rachel Vadnais	Town of Williamstown

**Guests present:**

James Kelley, CPA	BHG Treasurer
Richard Butler	Berkshire Medical Systems
Heidi Fountain	Blue Cross Blue Shield
Jonathan Payson	Blue Cross Blue Shield
Chris Collins	CanaRx
Jim Riley	CanaRx
Joseph Anderson	Gallagher Benefit Services, Inc. (GBS)
Karen Quinlivan	Gallagher Benefit Services, Inc. (GBS)

Sharon Harrison, Board Chair, called the meeting to order at 9:33 AM.

She disclosed that the meeting was being recorded and asked if there were any objections. There were none.

Ms. Harrison asked for a roll call of Board members who will be voting. The following voting members were present:

Sharon Harrison, Board Chair	Berkshire Hills RSD
Erika Snyder Board Vice-Chair	Hoosac Valley RSD
Crystal Wojcik	Town of Adams
Greg Boino	Central Berkshire RSD
Lyndsay Broom	Town of Lenox
Maureen Senecal	Northern Berkshire RSD
Chris Desjardins	Southern Berkshire RSD
Rachel Vadnais	Town of Williamstown

**Approval of the minutes of July 26, 2021 (meeting #21-09):**

Erika Snyder motioned to approve the Board meeting minutes of July 26, 2021 as presented.

Motion

Greg Boino seconded the motion.

A roll call vote was taken

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Greg Boino	yes
Lyndsay Broom	yes
Maureen Senecal	yes
Chris Desjardins	yes
Rachel Vadnais	yes

The motion passed by unanimous vote.

**Acceptance of July, August, September and October warrant summaries:**

The warrant summaries were reviewed.

Erika Snyder motioned acceptance of the July, August, September and October warrant summaries as presented.

Motion

Maureen Senecal seconded the motion. There was a roll call vote

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Greg Boino	yes
Lyndsay Broom	yes
Maureen Senecal	yes
Chris Desjardins	yes
Rachel Vadnais	yes

The motioned carried by unanimous vote.

**CY22 Medex Rate:**

Joseph Anderson reviewed Medex claims and enrollment experience from July 2019 through June 2021. There was a 3.6% increase in claims for FY21 compared to FY20. The Blue Medicare Rx PDP rate increased for CY22 from \$166.11 to \$169.75. The Blue Cross Administrative Fee went up from \$27.44 to \$27.71. The Blue Cross calculation on the medical only/self funded portion decreased from \$161.16 to \$157.13. The CY21 total calculated rate stayed exactly the same as last year at \$360.80. The GBS recommendation is to hold the rate at the current amount of \$362 for CY22.

Maureen Senecal motioned to approve no change in the Medex rate for calendar year 2022.

Motion

Lyndsay Broom seconded the motion. . There was a roll call vote.

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Greg Boino	yes
Lyndsay Broom	yes
Maureen Senecal	yes
Chris Desjardins	yes
Rachel Vadnais	yes

The motion passed by unanimous vote.

**Wellness program report:**

Richard Butler presented the current Wellness Program report. The Elements summers activity had 27 participants, led by BHRSD. The highlight was a member going skydiving. The Fall Fitness Calendar has been established with 6 sites and counting. For the first time, three sites will have access to a fitness studio that allows members to attend a class that fits their schedule with what is called a ‘class pass”. The town of Adams joined with Anahata Brickhouse and SBRSD joined with Lifeworks. There was a Hydration Challenge in Adams that had 34 participants. The town of Lanesborough had a catered lunch and talked about Healthy Lunch Options. Hero Coaching is ongoing with 4 participants. There are 8 members receiving Diabetes coaching. There are two coaching sessions throughout the year. They are over the phone and they receive \$180 for each session. Mr. Butler asked if the group would consider including some Medex members into the program. They are not on Blue Cross eligibility lists. There was discussion regarding whether the group would want to include that population. There was question whether or not Blue Cross could even do reporting on that population. No action was taken at this time. Over the next month, there will be health fair/flu clinics at BHRSD, HVRSD, Williamstown, SBRSD, CBRSD and Adams. A warrant request for 110 gift cards was recently submitted for \$12,385. There is also currently an opening in Mt Greylock for a new wellness champion.

**Treasurer’s Report:**

Treasurer Jim Kelley, CPA reviewed his reports as of August 31, 2021 (unaudited figures). The overall cash position decreased by a net of approximately \$787,000 during August. This was mainly due to a quarterly settle-up payment to BCBS of \$ 4,146,605.06 which is \$1,234,505.06 greater than the level monthly deposit of \$2,912,100. Reinsurance receivables decreased by \$100,000 during August and stands at approximately \$16,000 at month end. The investment account balance at MMDT stood at approximately \$4,312,000 representing the actuarial reserve balance. The investment account at Schwab decreased by a net of approximately \$20,000 in August. The group experienced an unrealized gain for August of approximately \$29,000. The group experienced an overall profit for August of \$770,000 with the health fund generating a \$685,000 profit and the dental fund a profit of \$20,000. The investment fund generated a \$65,000 profit for August. The surplus at the end of August was \$21,740,058.50. For the two months ended 08/31/2021, the group has experienced a YTD profit in investments of \$283,000. The Health Fund realized a profit of \$715,000 with claims as a percentage of member assessment revenue running at 81%. The Dental Fund had a YTD profit of \$34,000 with claims as a percentage of member assessment running at 73%. There was a Veribanc report issued for 06/30 on Adams Community Bank which issued a green three star rating. There

were two deficiencies noted. They are undercapitalized compared to peers of their size. Year over year growth was 22% and anything under 25% is a risk factor.

**GBS reports:**

Joseph Anderson reviewed the *FY21 Funding Rate Analysis* with data through July 2021. He reviewed and explained the new Gallagher format of reporting. He said that the composite expense-to-funding ratio for health plans was 100.7 % and 84.72 % for dental.

Reinsurance:

Karen Quinlivan reviewed the reinsurance reports. For the FY21 period through August, there were 5 claimants with claims above the the \$275,000 specific deductible. The aggregating specific deductible (ASD) of \$100,000 has been met. Total excess claims were \$528,000.35 and there were \$279,366.03 in reimbursements, leaving an outstanding balance of \$148,634.32. There was an overpayment from the FY20 period that was applied to FY21 in the amount of \$ 132,100.24, leaving an actual remaining outstanding balance of \$16,534.08 There were 15 claimants on the report of claims between 50% and 100% of the deductible with total claims of \$2,749,928.04. The FY22 policy period had no claimants at or above 50% of the deductible yet.

**BCBS Report:**

Heidi Fountain said that there are formulary changes for the prescription drug portion of the senior coverage. Those changes will be forwarded soon for distribution to the group. There will be a new relationship with CVS Caremark as Prescription Benefit Manager on the active plans beginning 01/01/2023. They will replace Express Scripts. Estimated cumulative savings will be beneficial to everyone. Upon renewal effective 01/01/2022, the Fitness Rider will be expanded to include fitness equipment. This change will affect the retiree population first and then the active population in July. The year-end Health Informatics Report will be ready for the November meeting. An hour will be needed during the November meeting to review.

Sharon Harrison asked for the proposals for additional programs to be presented at the end of the report.

**CanaRx savings update:**

Jim Riley presented the monthly savings report through August 2021. The average monthly savings are \$4,361.77 with projected annual savings of \$52,341.18. Utilization by the eligible population is at 13.3% with a large untapped potential. The projected savings opportunity is \$340,068.00. They would like to provide any marketing support possible to all member units to increase those numbers.

Sharon Harrison asked what the average participation rate is with other groups.

Jim Riley responded that it is almost 50%.

**Other Business:**

The next BHG Board meetings were scheduled for Monday October 25, 2021 at 9:30 A.M. And Monday, November 29, 2021 at 9:30 A.M.

Maureen Senecal of Northern Berkshire Regional School District announced her retirement and said her replacement would be Paula O'Neil. She thanked everyone for their support over the years.

Sharon Harrison thanked her for her years of service to the group and wished her well in her retirement.

There was no other business.

Maureen Senecal motioned to adjourn the meeting.

Motion
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Erika Snyder seconded the motion. A roll call vote was taken.

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Greg Boino	yes
Lyndsay Broom	yes
Maureen Senecal	yes
Chris Desjardins	yes
Rachel Vadnais	yes

The motion carried by unanimous vote. The meeting adjourned at 10:24 A.M.

*Prepared by Karen Quinlivan  
Gallagher Benefit Services, Inc.*