

**Berkshire Health Group
(BHG)**

Board Meeting #24- 01

Monday, August 21, 2023 at 9:30 a.m.
Meeting by Virtual Participation

Meeting Minutes

Board and Alternates Present:

Sharon Harrison, Board Chair
Erika Snyder
Crystal Wojcik
Joe Bergeron
Paula O'Neil
Rachel Vadnais

Berkshire Hills RSD
Hoosac Valley RSD
Town of Adams
Mt. Greylock RSD
Northern Berkshire Voc. RSD
Town of Williamstown

Guests present:

James Kelley, CPA
Richard Butler
Heidi Fountain
Judy Moniz
Chris Collins
Jim Riley
Joseph Anderson
Karen Quinlivan

BHG Treasurer
Berkshire Medical Systems
Blue Cross Blue Shield of MA (BCBS)
Blue Cross Blue Shield of MA (BCBS)
CanaRx
CanaRx
Gallagher Benefit Services, Inc. (GBS)
Gallagher Benefit Services, Inc. (GBS)

Sharon Harrison, Board Chair, called the meeting to order at 9:34 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
Crystal Wojcik
Joe Bergeron
Paula O'Neil
Rachel Vadnais

Berkshire Hills RSD
Town of Adams
Mt Greylock RSD
Northern Berkshire RSD
Town of Williamstown

There was no quorum at the time so the group went immediately to the Treasurer's report.

Treasurer's Report:

Treasurer Jim Kelley, CPA reviewed his reports as of July 31, 2023 (unaudited figures). The overall cash position decreased by a net of approximately \$2,682,000 during July primarily due to transfers back to MMDT of excess cash for short term investment. Accounts receivable-reinsurance decreased by a net of approximately \$257,000 at the end of July. The investment account at MMDT increased by a net of \$2,932,000 representing interest earned of \$12,000 for the month and investment of excess cash of \$2,920,000. The group experienced an unrealized gain on the Schwab investment portfolio for July of \$136,000. The group experienced an overall profit for July of \$ 534,000. The Health Fund generated a profit of approximately \$334,000 and the Dental Fund a profit of approximately \$20,000 for the month of July. The Investment Fund experienced a profit of approximately \$180,000 for July. For the 1 month ended 07/31/2023, the group has experienced a YTD profit in investments of \$180,000. The Health Fund realized a profit of \$ 334,000 with claims as a percentage of member assessment revenue running at 82%. The Dental Fund had a YTD loss of \$20,000 with claims as a percentage of member assessment running at 71%. As far as retained earnings went, the actuarial reserve of about \$4,855,000 at 15% leaves an unencumbered surplus of 12.98M.

Erika Snyder joined the meeting at this time making a quorum.

A letter from the investment advisors pointed out that stocks underperformed relative to the primary benchmark but outperformed other stock indexes. The market moved very narrowly and bonds slightly outperformed our benchmark by 1.88%.

The FY23 audit is on track. It may also be time to consider a new computer as the old one is acting up.

Approval of the minutes of June 27th (#23-11) meeting:

Joe Bergeron motioned to approve the Board meeting minutes of June 27, 2023
As presented.

Motion

Erika Snyder seconded the motion.

A roll call vote was taken

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Joe Bergeron	yes
Paula O'Neil	yes
Rachel Vadnais	yes

The motion passed by unanimous vote.

Acceptance of the August warrant summary:

The August warrant summary was reviewed.

Erika Snyder motioned acceptance of the August warrant summary as presented.

Motion

Joe Bergeron seconded the motion. There was a roll call vote.

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Joe Bergeron	yes
Paula O'Neil	yes
Rachel Vadnais	yes

The motion passed by unanimous vote.

GBS reports:

Joseph Anderson reviewed the *FY23 Funding Rate Analysis* with data through June 30, 2023. He reviewed the historical claims summary as compared to FY22 and pointed out the variance in trends. He said that the composite expense-to-funding ratio for health plans was 95.75 % and 83.93% for dental respectively. All in all a break even position . The goal of drawing down the trust in a measured fashion was achieved with a premium holiday. Medex has been running hot so that will be something to be monitored going into rate setting season. There is a request with underwriting to look at it because this is a trend across the state. The *FY24 Funding Rate Analysis* with data through July 31, 2023 had a composite expense-to-funding ratio for health plans of 98.90 % and 85.38% for dental respectively. One month of data so far is not really credible

Reinsurance:

Karen Quinlivan reviewed the reinsurance reports. The FY23 policy period through July had 6 claimants in excess with updated total paid claims of \$ 2,530,678.40 and excess claims of \$880,678.40. The aggregating specific has been met. There were \$523,400 in reimbursements and there is an outstanding reimbursement balance due of \$257,278.40. There were 10 claimants at or above 50% of the deductible with total claims of \$1,917,981.66

Annual GBS contracts for the Roster and Invoice Download and Website Maintenance were reviewed.

Both contracts are renewing for no fee increases. The Roster and Download Agreement has an annual fee of \$157.50 per unit or \$1,732 annually for FY24. The Website Maintenance Agreement is an annual fee of \$3,785 paid in four installment of \$946.25 each on September 1, 2023, December 1, 2023, March 31, 2024 and June 1, 2024.

Erika Snyder motioned acceptance of the Invoice and Roster Download and Website Maintenance contracts for FY24 as presented.

Motion

Rachel Vadnais seconded the motion. There was a roll call vote.

Sharon Harrison	yes
Erika Snyder	yes
Crystal Wojcik	yes
Joe Bergeron	yes
Paula O'Neil	yes
Rachel Vadnais	yes

The motion passed by unanimous vote.

Wellness program report:

Richard Butler presented his wellness report. The Summer Bingo and Crossword Puzzle is a worksheet of 20-30 activities to participate in over this summer. Completion of 20 will allow participants to receive \$25. Fitness classes for the fall have been set up at various school locations. The majority are yoga and some boot camp. There is a new book club that has been started over Zoom. The first book this summer is *The Body: A Guide for Occupants* by Bill Bryson. The fall book will be *The Blue Zones: Lessons for Living Longer from the People Who've Lived the Longest*. There will be combinations of Health, and vaccination clinics this fall. Biometric screenings will be offered as best as possible at those sites depending on hours. Hero Coaching has 11 presently enrolled with 32 members for FY23. A new flyer has been developed for the Diabetes Program in an effort to gain more traction with the program. It is more simplified and will only require that an individual calls or emails Mr. Butler. He sets up Diabetes coaching and sends the \$200 incentive. This takes away the need for a signature from a physician. If a person allows it, Berkshire Health Systems can look at their records to see they have maintained communication with their physician and have completed testing. This new flyer would go out in August.

Erika Snyder said that removing barriers might be a great way to build a relationship with the program.

There were no objections to the process change and the group did not need to vote on the flyer.

BCBS Report:

Heidi Fountain asked what the Board's opinion was on the Learn to Live program presented back on 04/24/23. At the time the Board wanted to think about the offering and at a subsequent meeting there was not a quorum for a vote. Is it something that the Board wants to move forward with or should it be tabled until another time?

Sharon Harrison said there has not been a ground swell of support so it could probably be tabled for now.

Ms. Fountain said that the town of Great Barrington has an FSA account with Blue Cross through the Blue Links system. There has been an uptick in interest. Right now it is a manual process where they have to turn to member services at Blue Cross for actual enrollment. They are inquiring whether enrollment could be opened up to them to do actual enrollment in the flex spending account so the info can be pushed over to Health Equity claims. The decision was made to have a side bar discussion regarding the topic.

Ms. Fountain pointed out that Blue Cross will have a webinar on September 7th regarding Medicare Advantage plans.

Sharon Harrison asked if additional information could be provided at the next meeting.

CanaRx Report:

Jim Riley said actual savings through July was \$45,044.36 with the monthly average \$6,434.91. Average savings is 75.42% with 46 prescriptions filled. Enrolled members are increasing which is good. Trends have shown that quarterly postcards result in an uptick in enrollment and web traffic.

Other Business:

Jim Kelley said that the subject of a new computer might be addressed separately or at a future meeting.

The next BHG Board meetings were scheduled for September 25, 2023 at 9:30 A.M. in Lenox and McCann Tech for October 30, 2023 at 9:30 A.M.

There was no other business.

Sharon Harrison, Board Chair, adjourned the meeting by unanimous consent at 10:29 A.M.

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