

**Berkshire Health Group
(BHG)**

Board Meeting #26- 02

Wednesday, September 24, 2025, at 9:30 a.m.

By Virtual Participation

Meeting Minutes

Board and Alternates Present:

Sharon Harrison, Board Chair	Berkshire Hills RSD
Erika Snyder, Vice Chair	Hoosac Valley RSD
Ashley Satko	Town of Adams
Greg Boino	Central Berkshire RSD
Jodi Hollingsworth	Town of Lanesborough
Lyndsay Patenaude	Town of Lenox
Joe Bergeron	Mt. Greylock RSD
Melanie Medon	Northern Berkshire RSD
Paul Sullivan	Southern Berkshire RSD
Rachel Vadnais	Town of Williamstown

Not Present:

Mark Pruhenski	Town of Great Barrington
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Guests present:

Jim Kelley	BHG Treasurer
Richard Butler	Berkshire Medical Systems
Heidi Fountain	Blue Cross Blue Shield of MA (BCBS)
Joseph Anderson	Gallagher Benefit Services, Inc. (GBS)
Patrick Flattery	Gallagher Benefit Services Inc. (GBS)
Karen Quinlivan	Gallagher Benefit Services, Inc. (GBS)

Sharon Harrison, Board Chair, called the meeting to order at 9:34 AM.

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

Sharon Harrison	Berkshire Hills RSD
Erika Snyder	Hoosac Valley RSD
Ashley Satko	Town of Adams
Greg Boino	Central Berkshire RSD

Jodi Hollingsworth
Lyndsay Patenaude
Joe Bergeron
Melanie Medon
Paul Sullivan
Rachel Vadnais

Town of Lanesborough
Town of Lenox
Mt. Greylock RSD
Northern Berkshire RSD
Southern Berkshire RSD
Town of Williamstown

Approval of the minutes of the August 19th, 2025 (# 26-01) meeting:

Greg Boino motioned to approve the minutes of August 19th, 2025, Board meeting as presented.

Joe Bergeron. seconded the motion.

Motion

There was a roll call vote.

Sharon Harrison	Yes
Erika Snyder	Abstain
Ashley Satko	No response
Greg Boino	Yes
Jodi Hollingsworth	Yes
Lyndsay Patenaude	Yes
Joe Bergeron	Yes
Melanie Medon	Yes
Paul Sullivan	Yes
Dave Fierro Jr.	Abstain

The motion passed by majority vote.

Treasurer’s Report:

Treasurer Jim Kelley reviewed his reports as of August 31st, 2025 (unaudited figures). The operating cash position increased by a net of approximately \$245,000 during August, partially due to a \$143,000 decrease in the reinsurance receivable relative to the previous month. The cash at Schwab increase by \$258,000 as funds were awaiting reinvestment at months end. Accounts receivable -reinsurance proceeds decreased by a net of \$143,000 as reinsurance money was received from BCBS. The balance stands at approximately \$1,000 at the end of August. Accounts receivable Rx rebates stands at approximately \$418,000 at month end. No reimbursements have been received fiscal year to date. The investment account at MMDT increased by \$577,000 mainly due to operating profits YTD. Approximately \$17,000 of interest was earned in August. The account balance as of August 31st is approximately \$4,614,000. The group experienced an unrealized gain on the Schwab investment portfolio for August of \$70,000. The group experienced an overall profit of \$810,000 in August. The Health Fund generated a profit of approximately \$715,000 and the Dental Fund a profit of approximately \$14,000 for the month of August. The Investment Fund experienced a profit of approximately \$81,000 for August. For the two months ended 08/31/2025, the group has experienced a YTD loss in investments of \$149,000. The Health Fund realized a profit of \$ 1,805,000 with claims as a percentage of member assessment revenue running at 72%. The Dental Fund had a YTD loss of \$4,000 with claims as a percentage of member assessment running at 91%. As far as retained earnings went, the actuarial reserve of about \$6,262,000 at 15% leaves an unencumbered surplus of \$ 4.2M. The group is off to a better start.

Approval of the September warrant:

Greg Boino motioned to approve the September warrant.

Motion

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

Sharon Harrison	Yes
Erika Snyder	Yes
Ashley Satko	Yes
Greg Boino	Yes
Jodi Hollingsworth	Yes
Lyndsay Patenaude	Yes
Joe Bergeron	Yes
Melanie Medon	Yes
Paul Sullivan	Yes
Dave Fierro Jr.	Yes

The motion passed by unanimous consent.

GBS Reports:

Mr. Anderson reviewed the *FY26 Funding Rate Analysis* with data through July 31, 2025. He reviewed the historical claims summary as compared to FY25 and pointed out the variance in trends. He said that the composite expense-to-funding ratio for health plans was just over 100% with a deficit of \$35,000 and 113.05% for dental with a deficit of \$14,338 respectively. The renewal increase should help and one month does not make a creditable assessment. It is expected to be another challenging year for the Medicare renewal season.

Reinsurance:

Karen Quinlivan reviewed the reinsurance reports. The FY25 policy period through August had 10 claimants in excess with updated total paid claims of \$ 3,709,523.04 and excess claims of \$959,523.04. The aggregating specific has been met. There were \$858,602.79 in reimbursements and there is an outstanding amount due of \$920.25. Blue Cross is on a monthly cadence of reimbursements so there is a good turnaround on those. There were 22 claimants at or above 50% of the deductible with total claims of \$3,880,340.86. The FY26 report through August had no members at 50% or above yet.

Joe Anderson said that the scheduled meeting for the end of October will address the senior rates. The prescription drug plan is currently at \$223.08. It is going up to \$ 262.12. That is an increase of \$39.00 just on the drug side of things. That is being seen across the board by all groups so obviously the plan design changes that have precipitated the need for even further increases to the funding rates. Last year the renewal was discounted \$5.00 from the calculated rate so that is an additional amount that will be added onto this year's calculation. The medical piece is a little tamer, but it appears it could be in the neighborhood of \$20.00 on the medical side. The full calculation will probably come in around \$520 from \$455.00, so it will be a material increase. Whatever the group does to buffer the increase comes out of the trust.

Patrick Flattery said that the national carriers are being very conservative this year. United and Aetna have essentially backed out of the game.

Jim Kelley said that he would caution against using trust surplus until the group gets closer to \$13 million.

Wellness Report:

Richard Butler presented his report. A summer activity which was popular was Blood Lipid Basics which reviewed dietary habits, especially how lipids we eat (specifically saturated fats) affect cholesterol. It was a

30-minute video and a NY Times quiz. There were 173 participants as of 08/13 and the average score was 90%. There is a vaccination incentive going on that gives a \$25 incentive to those that receive either the Flu or COVID vaccination. There are eight or nine locations already in BHG, but it does not need to occur at one of those sites. There have been back and forth conversations on setting up health screenings at various locations. There are currently three members enrolled in Hero Coaching. The Diabetes program has 18 participants year-to-date. The colonoscopy program has had 13 members for the FY26 period so far. Mr. Butler did coordinate with the Wellness Champions to gather their spending reports so that is almost completed.

Blue Cross Report:

Heidi Fountain said that there is a modest increase to Part A and B Medicare deductibles which translates to increased costs on the Medicare Supplement side. CMDS also had an increase in catastrophic coverage to \$2,100. There are drivers behind the scenes mostly regulation but some utilization. Please let Blue Cross know when you need attendance at open enrollment fairs and they will be happy to attend.

CanaRx Report:

Jim Riley said that savings through August were \$15,600. The monthly average was \$7,843. Overall savings across the board were close to 82%. Employee savings per prescription were \$77.69 with annual savings of \$310.00. He apologized for a recent mailing which raised HIPPA concerns. There was a list of names, but they could not be tied to a list of savings. The ultimate goal is to see if email addresses could be obtained to provide the most effective promotion for increased utilization. An email template is currently being worked on that will go to HR folks to send to everybody. Quarterly postcards are still being used as well.

Other Business:

Next meetings are Wednesday October 29th, at McCann, Wednesday December 17th (virtual) and Wednesday January 28th at McCann.

There was no other business.

Sharon Harrison, Board Chair, adjourned the meeting at 10:23 A.M.

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