

**Scantic Valley Regional Health Trust (SVRHT)**

**Board Meeting**

Wednesday, December 7, 2016

9:30 AM

Wilbraham Town Hall

Wilbraham, MA

**Meeting Minutes**

**Board Members and Alternates present:**

Arlene Miller, Chair	Town of Longmeadow
Marie Angelides	Town of Longmeadow
Tom Sullivan	Town of Wilbraham
Richard Patullo	Town of Hampden
Cheryl Wiblyi	Lower Pioneer Valley Educ. Coop. (LPVEC)
Sara Menard	Town of East Longmeadow
Beth Regulbuto	Hampden-Wilbraham RSD

**Guests present:**

Paul Pasterczyk	SVRHT Treasurer
Lyn Fioravanti	SVRHT Wellness Coordinator
Bill Hepfinger	Teladoc
Amy Hill	Teladoc
Linda Loiselle	Abacus Solutions
Corinne Tranghese	Town of East Longmeadow
Erica Gelinis	Town of Longmeadow
Jocelyn Sanchez	Town of Longmeadow
Herta Dane	Town of Wilbraham
Christina Gagnon	Hampden-Wilbraham RSD
Sandra Stankiewicz	Blue Cross Blue Shield
Sandra Ruiz	Health New England
Fred Winer	Tufts Health Plan
Erin Hayes	Tufts Health Plan
Carol Cormier	Group Benefits Strategies
Karen Carpenter	Group Benefits Strategies

Arlene Miller, Chair, called the meeting to order at 9:35 AM.

**Approval of the minutes of the October 4, 2016 meetings:**

Dick Patullo moved to approve the October 4, 2016 meeting minutes as written.

Cheryl Wiblyi seconded the motion. The motion passed by unanimous vote.

Motion

**Wellness Program Report:**

Lyn Fioravanti, Wellness Consultant, distributed and reviewed reports on the participation in the SVRHT Wellness Programs and the budget through November 2016. She reported on the FY17 year-to-date participation in the Colonoscopy, Smoking Cessation, Yoga and Maintain Don't Gain programs.

Ms. Fioravanti said she has been trying to increase participation in the programs. She said she distributed fitness benefit, nutrition and smoking cessation posters from BCBS and HNE to the Human Resource Managers. In addition, she said she is promoting the Longmeadow Park and Rec classes.

Ms. Fioravanti said upcoming programs include Yoga classes, Weight Watchers, Stress Relief and Strength classes. She reviewed the budget and said that 24.4% of the FY17 budget has been spent on the programs and coordinator's salary.

**Treasurer's Report:**

Treasurer Paul Pasterczyk distributed and reviewed the October 2016 financial report and a partial November report (unaudited figures). He reported an Unreserved Fund Balance on October 31 of \$4,870,086 and said the excess balance above the fund balance target was \$2,115,401.

Mr. Pasterczyk reviewed the partial report for the month of November 2016 (unaudited figures) and reported an Ending Balance of \$8.6M. He said that the Transitional Reinsurance fee of \$86K is scheduled to be paid on December 9<sup>th</sup>. Mr. Pasterczyk said he expects the FY16 audit report to be ready for the next meeting.

**GBS Reports:**

*Funding Rate Analysis (FRA) report* - Carol Cormier reviewed the FRA report with data through October 2016 and said the expense-to-funding ratio was 80.8%. She said the funding surplus was in excess of \$1.6M but noted that over \$890K of that amount was from reinsurance reimbursements received.

*Reinsurance reports* – Karen Carpenter reviewed the reinsurance excess report for the FY16 policy period and said there were eight members with excess claims totaling \$2,943,940. She said the Aggregating Specific Deductible of \$150K has been met and reimbursements of \$1,404,033 have been received. Ms. Carpenter said there was a claims adjustment made to one of the claimants which resulted in an overpayment of reimbursements in the amount of \$10,092. She said that amount will need to be paid back to the reinsurance carrier at the end of the run-out of the policy if additional high cost claims are not incurred. She said there were fourteen members with claims between 50-100% of the deductible and the total claims amount was \$1.69M.

Ms. Carpenter said there were 3 members with claims between 50-100% of the deductible for the FY17 policy period with claims totaling \$306,268. She said no member has claims that have exceeded the \$175K deductible for this policy period.

MOU for CY17 RDS Account Management – Carol Cormier said that the Retiree Drug Subsidy (RDS) contract with GBS expires on December 31, 2016. She said that the HNE MedPlus plan is the only plan that remains eligible for the RDS payments. Ms. Cormier said that the proposed CY17 GBS fee of \$2,600 for services related to the application and filing for the subsidy remains the same as CY16.

Beth Regulbuto made a motion to approve the GBS MOU for RDS Account Management for CY17 as proposed.

Motion

Sara Menard seconded the motion. The motion passed by a unanimous vote.

**Proposed Contract with Prescription Benefits Services (PBS):**

Carol Cormier said that she spoke to the Board previously about Abacus Health Solutions purchasing PBS. She said that a copy of the revised contract is included in the meeting packet to reflect the change in ownership.

Linda Loiselle said that there are no changes to the fee structure of the new contract. Ms. Loiselle said that she would like to speak at a future meeting about restructuring the program to include specialty medications and a shared savings concept.

Tom Sullivan made a motion to accept the PBS contract and fees as proposed.

Motion

Sara Menard seconded the motion. The motion passed by a unanimous vote.

Abacus Health Solutions Report -

myMedicationAdvisor (MMA) Program – Linda Loiselle reviewed the MMA financial report with data through September 2016 and said that the group is on track with the projections. She said that the total net savings to SVRHT was \$339,254 and estimated employee savings of \$51,724.

Diabetes Rewards Program – Ms. Loiselle distributed a copy of the incentive program flyer that Abacus will be sending out in January. She said that new registrants between January 13<sup>th</sup> and February 24<sup>th</sup> will receive a \$40 e-gift card that can be used at over 60 retailers.

**Health New England (HNE) Teladoc presentation:**

Carol Cormier said that SVRHT has been paying for the HNE Teladoc program and reports have shown the utilization to be very low. She said that the low utilization may be due to lack of communication to the members. Ms. Cormier introduced Bill Hepfinger and Amy Hill from Teladoc and said they are here today with suggestions to help to increase participation.

Bill Hepfinger said that telemedicine provides 24/7 medical care with board certified physicians, and quick and easy access to diagnosis, treatment and medications. He said the program is used to treat minor illnesses such as ear, sinus and respiratory infections. Mr. Hepfinger said that the physician will triage for more complicated illnesses and if someone calls in an emergency situation, they will call 911 for that person. He said that employees that utilize the program tend to be more productive at work since they do not need to take time off for a physician

appointment. Mr. Hepfinger said that the co-pay is typically less than an office visit co-pay. He said that employees will be asked to give their medical history the first time that they use the service.

Amy Hill distributed and reviewed the elements of the typical outreach to members that Teladoc practices. She said a welcome kit is mailed to every HNE household with a message on how to get started and includes wallet cards for easy access to the contact information. Ms. Hill said that two annual direct mailings are sent out in January and October, during health issue peak times.

Dick Patullo suggested adding a payroll stuffer to the member's paychecks.

Ms. Hill suggested a sign-up incentive such as a drawing to win a \$25 gift card.

The Board agreed that the incentive would need to be something like a cash incentive, such as \$10 for the first 100 members to sign up.

Ms. Hill continued her presentation and said each time a member uses Teladoc, they are asked if they would have gone to the ER, their PCP or not at all, if they didn't have Teladoc to utilize. She said once the employees know about and understand how Teladoc works, they will utilize it. She said she will work with Lyn Fioravanti to come up with a strategy for communicating to the HNE members.

The Board thanked Mr. Hepfinger and Ms. Hill for coming.

Carol Cormier suggested that the communications include the fact that the group is self-funded.

Ms. Hill said adding testimonials would help too.

**Cost containment options for FY18 and beyond – continued discussion:**

Carol Cormier said the Board asked to add the topic to this agenda for further discussion.

Ms. Cormier reviewed a plan to manage health benefits for FY18 and beyond from an exhibit she prepared for SVRHT. She said for 7/1/17, the Deductible plans could be updated to the current GIC benchmark plan design level. She said on 7/1/18, the standard, non-deductible plans could be eliminated. Ms. Cormier said that for 7/1/18, the group could add Health Savings Account (HSA)-qualified high deductible plans with employer contributions to the HSA. She said it would be up to each employer to decide as to whether it wants to replace the current plans with the high deductible HSA-qualified plans, or offer both types of plans, or continue to offer only the current benchmark type of deductible plans. Ms. Cormier said she is also suggesting that all employers review their contribution strategies because these drive employee decision-making in plan selection. In addition, Ms. Cormier suggested considering telehealth programs for the other two carriers.

Ms. Cormier said that the HSA qualified plans make employees better shoppers of medical services.

The Board asked to hear additional information about the plans and how they work.

**Health Plan Reports:**

*Blue Cross and Blue Shield* – Sandra Stankiewicz said BCBS is working on the renewal and has no new news.

*Health New England* – Sandra Ruiz said the HNE newsletter and reminder of the Teladoc program will be going out soon. Ms. Ruiz said that a HNE has created a tool named Cost of Care Calculator to help members see how to find the lowest cost high quality health care services.

The Board asked Ms. Ruiz to bring information about the Cost of Care Calculator to the next meeting.

*Tufts Health Plan* – Ms. Hayes and Mr. Winer said that there was nothing new to report.

**Other Business:**

The next SVRHT Board Meeting was scheduled for February 7, 2017 at 9:30 AM at the Wilbraham Town Hall, Wilbraham, MA.

There was no other business.

Dick Patullo moved to adjourn.

Motion
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Beth Regulbuto seconded the motion. The motion passed by unanimous vote.

Arlene Miller adjourned the meeting at 10:55 AM.

*Prepared by Karen Carpenter  
Group Benefits Strategies*