

Minuteman Nashoba Health Group

Steering Committee Meeting

Tuesday, April 13, at 9:00 AM

By Remote Participation

Meeting Minutes

Committee Members Present:

Melisa Doig, Board Chair
Kevin Johnston
Kerry Lafleur
Debbie Nutter
Marie Sobalvarro

Town of Groton
Town of Ayer
Town of Concord
Town of Pepperell
Town of Harvard

Guests Present:

Ian Rhames, MNHG Treasurer
Marie McCahon
Bill Hickey
Julia Lebrun
Katelyn Glennon
Patrick Flattery
Lisa Despres
Rae Felts
Fred Winer
Chris Collins
Jim Riley
Patty Joyce
Kate Sharry
Carol Cormier
Joseph Anderson
Karen Quinlivan

Concord Carlisle RSD
Town of Concord
Harvard Pilgrim Health Care
Fallon Health
Fallon Health
Fallon Health
Tufts Health Plan
Tufts Health Plan
Tufts Health Plan
CanaRx
CanaRx
Abacus Health
Gallagher Benefit Services, Inc. (GBS)
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Melisa Doig, MNHG Chair, called the meeting to order at 9:02 AM.

Ms. Doig reminded those present that the meeting was being recorded and asked if there were any objections. There were none. Roll call was taken with voting attendees listed as:

Melisa Doig, Board Chair
Kevin Johnston, Board Vice Chair
Marie Sobalvarro
Debbie Nutter

Town of Groton
Town of Ayer
Town of Harvard
Town of Pepperell

Approval of the minutes of the February 8, 2021 meeting:

Motion

Kevin Johnston moved to approve the February 8, 2021 minutes as written.

Debbie Nutter seconded the motion. A roll call vote was taken.

Melisa Doig	yes
Kevin Johnston	yes
Marie Sobalvarro	yes
Debbie Nutter	yes

The motion passed by unanimous vote.

Treasurer's Update:

Treasurer Ian Rhames reviewed the MNHG's financial status as of February 28, 2021 (unaudited figures). He said member premiums were down because of the loss of Lancaster and Tyngsborough. Fund Balance has stabilized over the last few months. Net revenue YTD is just under \$1M. Mr. Rhames said the Fund Balance (equity) was \$9.3 M, which is well above target of \$5.4M. He said claims have been picking up in the last several months.

Marie Sobalvarro had a question on the Reinsurance Non premium funding.

Mr. Rhames explained that it was booked as an expense but it can be booked as a transfer. Every year the MMRA reinsurance pool is pre funded. Money that is not used it refunded to us. Those deposits are listed as assets under treaty years.

Report from ad hoc committee to secure and build MNHG:

Melisa Doig thanked the other members of the committee Kevin Johnston, Kerry Lafleur, Marie Sobalvarro and Ian Rhames for their input. Carol Cormier and Joseph Anderson from GBS were also present at several prior meetings held. Ms. Doig reached out to the town of Lunenburg to see if they would have an interest in joining the group but they were staying with MIIA. The town of Grafton has expressed an interest and will be looking to set up a meeting in July.

Ian Rhames said that he is following up on the town of Westford to see if they would be interested.

Kevin Johnston said that he had reached out to the town of Townsend and they are always interested in the possibility of discussion.

Joe Anderson said that if contact can be made with employers groups and the value of a self-insured solution can be explained, the momentum might work in the MNHG's favor. Marketing and communication is critical.

Carol Cormier said the exit of Fallon will create a period of uncertainty that will need to be worked around.

Kerry Lafleur joined the meeting at this time.

Planning for future changes to health insurance marketplace including the loss of Fallon Health and merger of Harvard Pilgrim and Tufts:

Carol Cormier said that information regarding the Harvard Pilgrim Merger indicated that large account renewals such as MNHG will not have a merged product group until 2024. This is a year later than originally anticipated.

The notice that Fallon will leave the commercial health insurance market came as a shock. A majority of MNHG enrollments are in Fallon. It will remain a question how that will affect open enrollment choices for the FY22 period.

Joe Anderson said that the Fallon announcement for 2022 will be followed by the GIC procurement in 2023 and the Harvard Pilgrim/Tufts merger in 2024. Groups will need to adjust for the future more quickly than originally planned. Evaluation of current enrollment revealed 46% of the premium is Fallon. The average cost of the Harvard Pilgrim and Tufts plans is 17% above Fallon. It is reasonable to assume that Fallon is positively selected. It will probably be a zero sum proposition with a different distribution in the end. There are a lot of moving parts but GBS is confident that they will look at everything and propose a solution that will work for all.

Carol Cormier said that Joe Anderson is working on some good exhibits that he will share soon that breaks down information by governmental entity. Some groups will have a harder road in terms of budget planning.

Melisa Doig said that some had already migrated in her town and wanted to make sure that Harvard Pilgrim and Tufts are going to remain separate for the time being.

Carol Cormier said this was confirmed by the account executives. Ms. Cormier also said that other health plans will be looked at such as Blue Cross Blue Shield and Always Health Partners. One joint purchase groups has employed a third party administrator named HPI. It has given them flexibility to carve out prescription drugs and replicate any plans that they want. This an opportunity to plan for the future rather than replicate the past.

Melisa Doig asked if another employer carrier is brought in, would that carrier have a dental plan.

Carol Cormier said that Fallon was unique for MNHG and the West Suburban Health group (WSHG) in that it had dental coverage built in. Separate voluntary dental could be purchased from other carriers.

Debbie Nutter asked if the group had thought of merging with another joint purchase group such as WSHG.

Carol Cormier said that it had been brought up and the group should look at it. It is a higher cost group than MNHG because it uses providers in a higher cost group. There are ways to address that with separate underwriting. Another difference is that MNHG offers all fully insured senior plans. There are some self-insured options that the group can look at.

Kevin Johnston asked how effective the joint purchase group could be if they were to have a sole provider.

Carol Cormier said that the Berkshire Health Group, Southeastern Mass Health Group and Mass Strategic Health Group are all joint purchase groups that have a sole provider. MNHG is of a size that more providers are not necessarily needed.

Joe Anderson said that the fully insured Landscape is a more vulnerable environment when a group is having a bad year. Self-insured is the way to be for the future.

Kevin Johnston said that town management over the coming year with all the information that will need to be absorbed would probably attend meetings more.

Ms. Cormier said that separate management meetings could be held just for that purpose.

Katelyn Glennon, Fallon Health said that goal is to make things as seamless as possible. There should be no lapse in coverage or service over the remaining coverage period. Care Management, Customer Service etc. will all be intact.

Other Business:

There was no other business.

Debbie Nutter motioned to adjourn the meeting.

Motion

Marie Sobalvarro seconded the motion. There was a roll call vote.

Melisa Doig	yes
Kevin Johnston	yes
Marie Sobalvarro	yes
Debbie Nutter	yes
Kerry Lafleur	yes

The motion passed by unanimous vote.

Chair, Melisa Doig, adjourned the meeting at 9:37 AM.

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