

**MAYFLOWER MUNICIPAL HEALTH GROUP  
DRAFT MINUTES OF GENERAL MEETING  
March 4, 2021 10:00 A.M.  
Virtual**

**Attendance by Roll Call:**

Michael Levy, Chairman of General Board -Town of Bridgewater  
Ray Ledoux, Brockton Area Transit  
Linda Sacchetti, Brockton Area Transit  
Scott Alfonse, Greater New Bedford RRMD  
Mark Sousa, Greater Attleboro Taunton Regional Transit Authority  
Charlie Seelig, Town of Halifax (joined 12:30p.m.)  
Jeanne Sullivan, Town of Hanson  
Keith Hickey, Town of Kingston  
Michael Buckley, Town of Hull  
Michael Maresco, Town of Marshfield  
Michelle Labadini, Norfolk County  
Michael Laliberte, North River Collaborative  
Mary McCoy, Onset Fire District  
William Chenard, Town of Pembroke  
Kathleen McCarthy, Town of Pembroke  
Jared Valanzola, Plymouth County  
David Sullivan, Plymouth County Retirement Association  
Frank Basler, Plymouth County  
Christine Healy, Silver Lake Regional  
Erik Rousseau, Southeastern Regional Transit Authority  
Rick Reino, South Shore Educational Collaborative  
Derek Sullivan, Town of Wareham  
Maureen Adams, Town of West Bridgewater  
Scott Golder, Town of West Bridgewater  
Lincoln Heineman, Town of Whitman  
Mary Jo Lipson, Whitman-Hanson Regional School District

**Guests:**

Kevin Powell, Plymouth County Retiree  
Thomas J. O'Brien, MMHG Treasurer  
Sheila Avery, MMHG  
Kelly Morse Perez, MMHG  
Kate Sharry, Gallagher Benefits Solutions  
Diane Laflash, Gallagher Benefits Solutions  
Tanya Chakmakian, Blue Cross Blue Shield of Massachusetts  
Bill Hickey, Harvard Pilgrim Health Care  
John Sciara, Professional Fire Fighters of Massachusetts  
Kevin Feeley, MMHG Legal Counsel

Chairman Levy called the meeting to order at 10:08 a.m. with a quorum present.  
Avery gave a roll call for attendees and reminded everyone the meeting is being recorded.

1. **Accept Meeting Minutes**

MOTION: Maresco made a motion to accept the June 18, 2020 meeting minutes.  
SECOND: Ledoux

Roll Call VOTE: motion passed= 15 in favor, 7 abstained

(Levy=Yes, Ledoux=Yes, Alfonse=Yes, Sousa=Yes, Seelig=Yes, Jeanne Sullivan=Yes, Buckley=Yes, Hickey=Abstain, Maresco=Yes, Labadini=Yes, Laliberte=Yes, McCoy=Abstain, Chenard=Abstain, Valanzola=Abstain, David Sullivan=Abstain, Healy=Yes, Reino=Yes, Rousseau=Abstain, Derek Sullivan=Yes, Golder=Yes, Heineman=Abstain, Lipson=Yes)

## 2. **MMHG Wellness Review**

Avery reviewed the FY21 wellness slide showing on the screen. She stated MMHG had a great 8 months for wellness and all of our programs are virtual due to the pandemic. She stated the Wellness Committee has come up with some really great ideas to keep members motivated during this time.

Avery said we had over 390 on demand fitness classes via Wellable. She reviewed the Savory Living program stating there are 9 open spots left out of the 50. She stated the Learn to Live program launched in February and we've had 72 participants in the first few weeks of the program and a postcard will be mailed soon. She said the Learn to Live program is for all employees and dependents age 13 and over. She stated participants from 23 member units logged over 53,701 miles in our fall wellness step and activity challenge. She said we are having a sleep challenge this month to help our members with insomnia. She stated our fall wellness newsletter was mailed and the spring newsletter is set to be mailed in a few weeks. She said we've had a challenging year for wellness grants with only 16 total grants awarded.

Avery concluded by saying wellness is very important for our members and urged member units to continue to embrace the programs and promote. She reminded everyone that they are having an impact on their employees/retirees quality of life and thanked all member units. She thanked the insurance carriers as they have been great in providing resources for members during this time.

Maresco said the programs have been great and thanked the team for their work.

## 3. **Treasurer's Update**

Treasurer O'Brien said the FY20 audit was voted by the Steering Committee this morning and will be emailed to all Board members. He referenced the Statement of Net Position showing on the screen, stating we have \$34,702,817 in net assets, as of June 30, 2020. He recognized and thanked his team for all the work on the audit.

Treasurer O'Brien reviewed his financial reports as of December 31, 2020 stating our revenue is exceeding our claims. He said the decrease in claims is due to the pandemic and we expect it to start increasing with members returning to their medical appointments. He said we have investment income of \$1.5 million for the first 6 months of FY21. He said our net assets as of December 31, 2020 are \$38,221,804.85 and we are in great financial shape.

Treasurer O'Brien said the Finance Committee met and voted unanimously to support the Steering Committee's rate recommendation.

## 4. **Gallagher Update (claims paid through January, 2021)**

Sharry reviewed the funding analysis presentation on the screen showing claims paid through January, 2021. She said we have 97.9% loss ratio for the active plans and Medex is 87.4% loss ratio. She said we have three plans that are in a deficit and this is mainly due to uptick in January claims. She said she is not concerned at this time and we will continue to monitor.

Sharry reviewed the FY21 stop loss page stating only one member has exceed the stop loss deductible of \$300,000. She said we have 13 new members hitting 50% of the deductible for this month and it is in line with where we were last year.

5. **Covid-19 insurance carriers, trends, vaccines**

Hickey said Harvard Pilgrim has to take into consideration the many months of reduced claims so they added 6% to the trend and removed covid claims for the renewal calculation. He said vaccines are not being picked up by MMHG but could be charged administrative costs not to exceed \$33 per dose. He said they have extensive covid 19 information and resources available for members on both of their websites.

Chakmakian said we saw a dip in claims and now claims are coming back higher versus last year. She said MMHG had a surge in covid cases in December and January which is in line with the rest of the country. She said we did use a covid factor in the renewal to account for the decrease in claims due to the pandemic. She said MMHG has 335 confirmed covid cases with 11 hospital admissions and 3000 suspected covid cases. She said the government is paying for the vaccine and we charge for the service of giving the vaccine and is estimated to be between \$30-\$60 per dose.

6. **FY22 Renewal information and rate recommendation**

Sharry reviewed her presentation showing on the screen and stated she updated it slightly. She said Blue Cross's projected claims increase is 3.2% and Harvard Pilgrim's projected claims increase is 4.51% and both carriers are not increasing administration fees. She said these are projected increases based on their last year's recommended claims increase. She said the covid factors are in the renewals and she is comfortable with those calculations. She said the rates also have to include stop loss insurance and administration fees.

Sharry stated the current FY21 estimated funding is \$87,508,644 and we will need a 6.5% increase in current MMHG rates to be fully funded in FY22. She said the Steering Committee voted to recommend a 2.25% composite rate increase for all active plans with an estimated surplus draw of \$3,938,932. She reviewed the carrier projected loss ratio versus our actual loss ratios since FY16.

MOTION: Ledoux made a motion to have a 2.25% composite rate increase for all active plans putting an estimated \$3,938,932 at risk from the reserves.

SECOND: Maresco

Roll Call VOTE: motion passed unanimously

(Levy=Yes, Ledoux=Yes, Alfonse=Yes, Sousa=Yes, Seelig=Yes, Jeanne Sullivan=Yes, Buckley=Yes, Hickey=Yes, Maresco=Yes, Labadini=Yes, Laliberte=Yes, McCoy=Yes, Chenard= Yes, Valanzola= Yes, David Sullivan= Yes, Healy=Yes, Reino=Yes, Rousseau= Yes, Derek Sullivan=Yes, Golder=Yes, Heineman= Yes, Lipson=Yes)

7. **Strategy-FY22 & beyond**

Sharry said our focus for the next year and future years is to improve the member experience and work on cost containment. She said MMHG offerings are comprehensive and we are

looking to brand this and also make it one stop shopping. She said we are looking at prescription drug cost containment and other programs. She said she welcomes input and is available to meet with any member unit.

Maresco motioned to adjourn at 10:56 a.m., seconded by Basler and voted unanimously.

Respectfully submitted,

Sheila Avery

**Reference documents for this meeting:**

- 1) Gallagher's funding analysis, (claims paid through January, 2021)
- 2) Treasurer's Operating Statement and Statement of New Assets, dated December 31, 2020
- 3) Gallagher's FY22 health insurance rate renewal review and draft rates