

ACES Insurance Collaborative

Meeting Minutes

January 25th, 2018

Attendance - Directors present: Lisa Jones, Ansonia Board; Tim Howes, ACES; Tina Tanguay, North Haven Board; Tom Danehy, ACES. Also present were Chuck Petruccione and Mike Cavallo from Brown and Brown, Matt Bowker from Anthem, Matt Conway from Derby Board of Education, and Deborah Carson from ACES.

1. Minutes: Motion was made by Tim Howes, seconded by Tina Tanguay to approve the minutes of the December 7, 2017 meeting. The motion passed unanimously.
2. Claims Information: Mike Cavallo presented a spreadsheet for each entity, showing data from July through December. ACES was running slightly over budget by 1.4%, including the HSA seed funding. North Haven was running under budget by 11.9% and therefore building a reserve. Ansonia was running under budget by 10.5% and building a reserve, however the budgeted number of lives is significantly higher than actual lives. If the report is run using actual lives, Ansonia is running about 20% over budget, which is a concern. There were no stop loss hits so it seems more like a trend than an exception. Ansonia has only about 220 subscribers, so it is subject to more volatility than a larger organization.
3. Monthly Billing: Carson stated that monthly billing and payments were up-to-date. A retroactive bill has been submitted for payment to Ansonia to make up for the difference in premium equivalents for actual lives versus budgeted lives for the period from July to December 2017.
4. Marketing – New Members: Cavallo distributed a list of potential Collaborative members, noting whether they currently had Anthem and their response, if any, to joining. Derby, East Haven, Meriden, Monroe and North Branford had all agreed to submit data to be included in a group quote. This would be a total of about 3,000 additional lives.
5. Renewal: Cavallo stated that the renewal rates for ACES were projected to increase by 12.5%, rates for Ansonia were projected to increase by 14.9%, and rates for North Haven were projected to increase by 4.8%. Recognizing that Anthem's rate increases were trending higher than the industry standard, Cavallo added that he would normalize these for the next meeting.
6. Meeting Schedule: Next meeting will be Wednesday, February 21st at 10 AM.
7. Adjournment: Motion to adjourn was made by Tom Danehy, seconded by Tim Howes. Meeting adjourned at 11:20 AM.