

ACES Insurance Collaborative Meeting Minutes

September 22, 2017

Attendance - Directors present: Lisa Jones, Ansonia Board; Tim Howes, ACES; Tina Tanguay, North Haven Board; Tom Danehy, ACES. Also present were Matthew Bowker from Anthem, Sonia Kaminsky and Mike Cavallo from Brown and Brown, and Deborah Carson from ACES.

1. Minutes: Motion was made by Tim Howes, seconded by Lisa Jones to approve the minutes of the June 2, 2017 meeting. The motion passed unanimously.
2. Review of Proposed Bylaws and Possible Action to Approve: Motion was made by Tim Howes, seconded by Lisa Jones to approve proposed bylaws. The motion passed.
3. Claims Information: Sonia Kaminsky and Mike Cavallo provided a chart for each entity, displaying performance for July and August.
4. Monthly Billing: ACES has billed each entity for the month of July thus far. To make up for timing differences, ACES will bill Ansonia for August through October on the next bill. Matt Bowker stated that Anthem will transition to a new billing system in July 2018.
5. Marketing: Sonia Kaminsky and Mike Cavallo discussed prospects such as Hamden, Meriden, Waterbury, North Branford, Woodbridge, Naugatuck, East Haven and Monroe. Tim Howes suggested a presentation for SCASA and several of the towns. Sonia Kaminsky suggested talking with Evelyn Rossetti-Ryan about more press. Both agreed a "Sales Action Plan" meeting should take place.
6. Renewal Timeline: Sonia Kaminsky will provide a first draft in November, with iterations to follow.
7. Meeting Schedule: Next meeting will be Wednesday, November 1st at noon.
8. Adjournment: Motion to adjourn was made by Lisa Jones, seconded by Tim Howes. Meeting adjourned at 1:03 PM.