

ACES Insurance Collaborative

Meeting Minutes

December 7th, 2017

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

1. Minutes: Motion was made by Tim Howes, seconded by Tina Tanguay to approve the minutes of the November 1, 2017 meeting. The motion passed unanimously.
2. Claims Information: Mike Cavallo presented a spreadsheet for each entity, showing data from July through October. ACES was running slightly under budget. North Haven was also running under budget and therefore building a reserve. Ansonia was running under budget and building a reserve, however the budgeted number of lives is significantly higher than actual lives. ACES has been invoicing Ansonia for premium equivalents based on actual lives. Sonia Kaminsky suggested billing based on budgeted lives to better enable Ansonia to build a reserve. It was discussed and agreed that ACES would use this method beginning in January, and retroactively bill for the difference from July through December 2017 since those invoices already went out.
3. Monthly Billing: Carson stated that monthly billing was up-to-date. A change in the billing method for Ansonia was discussed within Claims Information, above.
4. Marketing – New Members: Kaminsky stated that she had a productive meeting with Seymour but had not received a response from them lately. Cavallo added that Monroe was agreeable to submitting data for a quote, and that Hamden and East Haven may be interested in submitting after they receive their annual renewal figures if they are not favorable.
5. Renewal: Cavallo showed a new iteration of the renewal projection using 16 months of data, which resulted in a 10% - 17% trending increase across ACES, Ansonia and North Haven for the 2018-2019 plan year. The 12 month iteration showed a 7.5% - 12% increase. Both are still preliminary and will be more accurate as it gets closer. Cavallo added that an ideal cut-off date for evaluation and projection of new groups would be March 1st, so that a decision could be made by April 1st, and then there would be a 90 day window for conversion.
6. Meeting Schedule: Next meeting will be Friday, January 26th at noon.
7. Adjournment: Motion to adjourn was made by Tom Danehy, seconded by Tim Howes. Meeting adjourned at 1:20 PM.