

ACES Insurance Collaborative

Meeting Minutes

June 14th, 2019 at 10:00 AM

Attendance - Directors present: Lisa Jones, Ansonia Board of Ed.; Tom Danehy, ACES; Ed Drapp on behalf of Tim Howes, ACES; Ed Swinkoski, Town of North Haven; Lynn Boisvert, East Haven Board of Ed. (via telephone). Also present were Chuck Petruccione and Sonia Kaminsky, Brown and Brown; and Deborah Carson, ACES.

1. Minutes: Motion was made by Lisa Jones, seconded by Ed Drapp to approve the minutes of the April 26, 2019 meeting. The motion passed unanimously.
2. Q & A on Monthly Reports: Chuck Petruccione reviewed the claims through April 2019. The results were as follows:
 - a. ACES claims have been increasing as expected but are still about 9% below budget with \$146,000 in stop loss reimbursements.
 - b. Ansonia is about 9.5% over budget. Stop loss reimbursements have been consistent since October 2018.
 - c. North Haven BOE is at about 10% under budget. Claims have greatly increased, along with stop loss reimbursements.
 - d. Town of North Haven remains at about 9% under budget. No stop loss hits.
3. East Haven Board of Education to enter into the ACES Insurance Collaborative effective July 1 – Terms and Discussion: Chuck Petruccione and Sonia Kaminsky explained that Brown & Brown had negotiated with Anthem to reduce their administrative fees by \$5 PEPM, to put a hard cap on the discount share fee, and to reduce the overall stop loss fees such that East Haven's buy-in costs would be reduced significantly. Additionally, ACES administrative fee will be reduced for all members to \$6 PEPM.
4. Life Insurance Collaboration Update: Kaminsky stated that they were looking to get a 4 to 5 year guarantee for a renewal effective 12/1/19, with a more robust plan due to our larger purchasing power.
5. Terminal Liability Option added to Plan: Petruccione presented the recently negotiated improvements to ACES Collaborative's stop loss contract with Anthem, which will provide better long-term coverage.
6. Prospective Members: Since Brown & Brown recently added Wolcott Town and Board of Ed. as a client, they may make a good fit for the next plan year.

7. Marketing Plan: ACES Marketing Department recently met with Collaborative members to discuss a 2 year strategic marketing plan. A follow up meeting will take place next week to review the plan.
8. Meeting Schedule: Meetings will take place on the fourth Monday of each month at 9:30 beginning in July 2019. Meetings will be via conference call in July and August. Due to holidays, meetings will be held on the third Monday in December and May.
9. Adjournment: Meeting was adjourned at 11:20 AM.