

# ACES Insurance Collaborative

## Meeting Minutes

February 21<sup>st</sup>, 2018

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

1. Minutes: Motion was made by Lisa Jones, seconded by Tina Tanguay to approve the minutes of the January 25, 2018 meeting. The motion passed unanimously.
2. Claims Information: Mike Cavallo presented a spreadsheet and charts for each entity, showing data from July through January. ACES was running on budget with only one large loss thus far. North Haven was running under budget by 7% with only one large loss as well. Ansonia had a high claims month in January along with additional HSA seeding. It was running slightly under budget, however, if the report is run using actual lives, Ansonia is running 28% over budget. There were no stop loss hits. Lisa Jones noted a high percentage of employees on maternity leave and that she would be reviewing the FMLA paperwork and time lines.
3. Renewal: Cavallo stated that with a normalized 8.5% trend, the renewal rates for ACES were projected to increase by 11.1% based on claims through January. North Haven's rates were projected to increase by 12.8% for the BOE, and overall with the Town it would be 17%. Rates for Ansonia were projected to increase by 17% based on the estimated budget, whereas the increase based on actual data would be over 30%.
4. Marketing – New Members: Matt Bowker shared a “menu” of stop loss pricing from Anthem per Collaborative member, including prospective members East Haven, North Branford, Derby, Meriden and Monroe. Bowker also mentioned that with additional members the administrative fee would drop from \$12 to \$10 per subscriber. It was determined that Bowker should pursue a single stop loss rate for the Collaborative members with the inclusion of Meriden and East Haven at this time.
5. Monthly Billing: Carson stated that monthly billing and payments were up-to-date with the exception of the retroactive invoice to Ansonia. Jones and Carson would look into this after the meeting.
6. Meeting Schedule: Next meeting will be Wednesday, March 7<sup>th</sup> at 10 AM.
7. Adjournment: Motion to adjourn was made by Tom Danehy, seconded by Tina Tanguay. Meeting adjourned at 11:15 AM.