

**Mass Strategic Health Group  
Meeting Minutes  
Meeting of December 18<sup>th</sup>, 2019  
GBS Gallagher**

**Board Members Present:**

Doug Willardson  
Richard Mathieu  
Matthew Wojcik

Webster Town Administrator  
Dudley Charlton RSD Finance and Operations Manager  
Douglas Town Administrator

**Others Present:**

Anthony Lively  
Emmilie Roach  
Chris Nunnally  
Nancy Souder  
John Webber

Alera/Lively Insurance  
Arthur J. Gallagher  
Arthur J. Gallagher  
Health Plans Inc.  
Health Plans Inc.

The meeting was called to order at 2:38.

**Attendance**

The attendance sheet was passed around and signed as everyone arrived and took meeting materials.

**Approval of Minutes**

Mr. Wojcik made a motion to approve the minute's takes on November 6, 2019. Mr. Willardson seconded the motion and it passed unanimously.

**Gallagher Reports**

Mr. Nunnally reviewed the financial report with claims paid through October 2019. Mr. Nunnally said all plans are running at a 68% expense to funding ratio. Mr. Nunnally noted the HPI PPO Low Deductible is running above the projected claims by 17.2%, he explained since the enrollment is low and there is someone very sick in that population creating high cost claims.

Mr. Nunnally said no one is running above the stop loss specific; however, there was an issue with a lag in weekly claims due to bills not going through an AHC account. Mr. Nunnally requested Mr. Bienvenue change the way the claims are paid; he explained the update will show on the December financial report.

Mr. Nunnally said he expects for claims to continue to climb month over month and settle somewhere between an 85% and 90% loss ratio.

### **NexusMD Update**

Mr. Nunnally said his visit to the NexusMD office was informative. Mr. Nunnally said he thinks Mass Strategic Health Group could benefit from their services. Mr. Nunnally noted the group should continue to look at NexusMD but asked if they would be open to hearing presentations from similar companies to find the best fit. It was agreed the group would like to hear additional presentations.

### **Health Plan Analytics Conversation**

Mr. Nunnally said Health Plan Inc.'s (HPI) analytics team could not make the meeting but he would reschedule for the board to hear their presentation.

### **Achieve Health Conversation**

Mr. Nunnally introduced Ms. Souder and Mr. Webber from Health Plans Incorporated (HPI). Mr. Webber explained HPI's achieve health program, he said it focuses on customized approach that measures disease management, case management, utilization management, and life style management. Mr. Webber explained the first steps are "targeting the right population" HPI targets the right population through Medical & RX claims analysis and determines the emerging high-risk members. Mr. Webber mentioned eligible members receive two outreach phone calls and a post card by mail. Mr. Webber noted MSHG has saved a total of \$55,344.10 from July 1, 2019 to December 17, 2019 by using case management and utilization management.

### **Alternates**

Ms. Roach asked the board who their alternates were for each entity; Mr. Willardson said Mr. Timothy Bell is the alternate for The Town of Webster. Mr. Mathieu said Ms. Mary Ellen Cerbone is the alternate for Dudley Charlton RSD. Mr. Wojcik said Jeanne Lovett is the alternate for The Town of Douglas.

Mr. Willardson made a motion to accept Mr. Bell, Ms. Cerbone and Ms. Lovett as the Mass Strategic Health Group (MSHG) alternates. Mr. Wojcik seconded the motion and it passed unanimously.

### **Other Business**

Mr. Nunnally explained a municipal summit Gallagher will be hosting at the end of March. Mr. Nunnally said the municipal summit would focus on several of the programs that will be discussed and presented in our board meeting.

Mr. Nunnally asked the board if anyone would be interested in attending the summit, the group said they would be interested and to keep them updated on the date.

Mr. Nunnally explained that there was some minor interest in some groups joining MSHG. Mr. Nunnally said he would know by the next meeting if any groups were seriously considering the MSHG.

Mr. Willardson made a motion to end the meeting at 3:28PM, Mr. Mathieu seconded the motion and it passed unanimously.

There was no future meeting scheduled.

*Submitted by,  
Emmilie Roach  
Gallagher Benefit Services*