

**Mass Strategic Health Group
Meeting Minutes
Meeting of November 21, 2022
GBS Gallagher**

Board Members Present:

Matthew Wojcik	Douglas Town Administrator Board Chair
Rick LaFond	Webster Town Administrator
Michael Boynton	Medway Town Administrator
Jamie Hellen	Franklin Town Administrator
Rich Mathieu	Dudley Charlton RSD Finance and Operations Manager
Adam Gaudette	Northbridge Town Administrator

Others Present:

Tina Landry	Town of Webster
Courtney Friedland	Town of Webster
Tim Bell	Town of Webster
MaryEllen Cerbone	Dudley Charlton Regional School District
Karen Bratt	Town of Franklin
Kevin Paicos	NFP Brokerage
Richard Bienvenue	MSHG Treasurer
Emmilie Roach	Arthur J. Gallagher
Chris Nunnally	Arthur J. Gallagher
Anthony Lively	Arthur J. Gallagher
Marianna Gil	Arthur J. Gallagher

The meeting was called to order at 2:05PM

Attendance

There was a roll call of attendees participating in person and via Microsoft Teams.

Meeting Minutes – October 6, 2022

Mr. Hellen made a motion to accept the meeting minutes from October 6, 2022. Mr. LaFond seconded the motion. There was a roll call vote. The motion passed.

MSHG Growth Conversation – Vote Possible

Mr. Nunnally said the Town of Plainville and the Town of North Attleborough are interested in joining Mass Strategic Health Group (MSHG). The board recommended reaching out to towns and school districts within our size demographic to talk about what MSHG does and once we get interest in those groups, they would send us their claims through a broker or to Gallagher directly. Mr. Nunnally explained once we have the claims data our underwriter would make a recommendation to the board if they were a good fit. Mr. Wojcik asked Mr. Nunnally to explain how the underwriter is compensated. Mr. Nunnally said the underwriter is paid purely based on his salary and there is no additional compensation if MSHG were to grow. Mr. Nunnally added

Gallagher is paid at a \$10 per subscriber per month plus 5% of stop loss. Mr. LaFond raised a question about our marketing strategy and thinks a broader conversation at the next board meeting would be helpful. Mr. Wojcik and Mr. LaFond said alongside Gallagher they would be happy to participate in reaching out to the Town of Plainville, the Town of North Attleborough and any other prospects going forward. Mr. Wojcik asked if there was any objection from the board to move forward in speaking with the towns interested in MSHG. There was no objection from the board. Mr. Mathieu noted MSHG being a strategic group and not wanting to grow too fast before we have more in-depth conversations about where we are going as a group.

Mr. Nunnally said the MMA has a big meeting in January that Gallagher would like to have an event afterwards to speak with prospective groups who might be interested in joining.

Open Session for Topics Not Reasonable Anticipated 48 Hours In Advance Of the Meeting Next Meeting

Mr. Wojcik said for the next meeting he would like to have a broader conversation about what our brand means and how we present ourselves to anyone on the outside.

Mr. LaFond made a motion to adjourn the meeting. Mr. Hellen seconded the motion. There was a roll call vote. The motion passed unanimously.

Next Meeting

The next meeting was scheduled for December 15, 2022 at 11AM.

*Submitted by,
Emmilie Roach
Gallagher Benefit Services*