

**Mass Strategic Health Group
Meeting Minutes
Meeting of December 22, 2022
GBS Gallagher**

Board Members Present:

Matthew Wojcik	Douglas Town Administrator Board Chair
Rich Mathieu	Dudley Charlton RSD Finance and Operations
Rick LaFond	Webster Town Administrator
Jamie Hellen	Franklin Town Administrator
Adam Gaudette	Northbridge Town Administrator
Alison Potter	Town of Medway
Lindsay Grasso	Town of Abington

Others Present:

Tina Landry	Town of Webster
MaryEllen Cerbone	Dudley Charlton Regional School District
Karen Bratt	Town of Franklin
Jeanne Lovett	Town of Douglas
Andrew Nocon	Town of Abington
Tim Bell	Town of Webster
Richard Bienvenue	MSHG Treasurer
Kevin Paicos	NFP Brokerage
Rusti Short	NFP Brokerage
Emmilie Roach	Arthur J. Gallagher
Chris Nunnally	Arthur J. Gallagher
Anthony Lively	Arthur J. Gallagher
Marianna Gil	Arthur J. Gallagher
Maddison Grigsby	Arthur J. Gallagher
Sam Molnar	Health Insurance Services

The meeting was called to order at 2:04PM

Delegate/ Alternate Delegate Attendance

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

Review and possible vote to accept meeting minutes – November 21, 2022

Mr. LaFond made a motion to accept the meeting minutes from November 21, 2022. Mr. Wojcik seconded the motion. There was a roll call vote. The motion passed.

Presentation of Financial Report for the period ending November 30, 2022

Mr. Nunnally reviewed the summary page on the financial report, which showed the loss ratio. Mr. Nunnally explained the group is running well at 82.3% loss ratio.

Mr. Nunnally reviewed the stop loss multi policy period stating the individuals who have stars are members who were on last year's policy and will likely be a repeating member on this year's policy. Mr. LaFond asked whom Gallagher used for legal counsel. Mr. Lively said we use Miracle Connell out of Worcester, they specialize in Chapter 32B, and we will use Gallagher's council as well. Mr. Wojcik asked who Miracle Connell's client was. Mr. Lively said right now it's Gallagher's client and Gallagher pays on behalf of the client.

Mr. Bienvenue presented the treasurers report through September 2022 and explained he reconciles all transactions on a week-to-week and month to month basis. Mr. Bienvenue said each individual has their own surplus, and transactions properly allocated to where it belongs. Mr. Bienvenue said his financial reports come out quarterly with the next being in December so the board can discuss rate settings with information from the treasurers report and the Gallagher financial report.

Review and Discussion of possible updates to the MSHG Participation Agreement

Mr. Nunnally presented a red lined copy of the updated MSHG participation agreement which Mirick O'Connell reviewed, made minor changes and confirmed the legitimacy of the legal document. Mr. Nunnally said going forward it would be up to the board to review and make sure it reflects how we operate since MSHG is different from most Joint Purchase Groups in the state, Mr. Nunnally added at this time the new participants have not signed the participation agreement. Mr. LaFond said he sees some general inconsistencies and believes we need to identify what extend the group is sharing in risk and when happens when a group should leave or dissolve. Mr. Wojcik said he believes as a board the group should seek legal counsel with the document. Mr. LaFond suggested a subcommittee be formed of three members to work specifically on the language of the participation agreement.

Mr. LaFond made a motion to include the original three members of MSHG and one new member to serve as a subcommittee to work specifically on the Joint Purchase Agreement. Mr. Mathieu seconded the motion. There was a roll call vote. The motion passed.

Mr. Hellen made to motion to nominate Mike Boynton with the Town of Medway to serve as the fourth member of the subcommittee. Mr. LaFond seconded the motion. There was a roll call vote. The motion passed.

Discussion regarding possible opportunities for member/group savings

Mr. Nunnally introduced Sam Molnar who manages the partnership between Saveon SP and the program we are focusing on today called Impax RX. Mr. Nunnally said Saveon SP is a program the group put in place upon moving with Express Scripts two years ago and explained since the group is now large enough we are able to participate in new programs to bring more savings. Mr. Molnar went through his presentation and said the group can implement Impax RX at any point throughout the year. The group decided to put this on as an agenda at the next upcoming meeting. Please see the attached presentation from Impact RX.

Discussion and updates of AJG's expanded services

Mr. Lively said one of the goals from the benefit administrators meeting was to understand what MSHG is from a global perspective and also what the group offers. Mr. Lively explained Ms. Grigsby is here to talk about how we can create a website where members can utilize the different programs, where we can send members when their having challenges, and get the knowledge about MSHG. Ms. Grigsby said she works with the Gallagher member communication benefit program's and is here to focus on a strategic analysis of the challenges and then build out a consultative strategy from there. Ms. Grigsby said communications and awareness around benefits can be a big challenge, Ms. Grigsby showed some examples of the work they do focused around more visual accessibility so that is engages people to want to learn more. Mr. Nunnally said when the group is doing branding we will have benefit booklets put together on the website to make it look similar to the groups individual websites. Mr. Wojcik said much of the presentation we saw today is not included the in scope of services contemplated in schedule A with our Gallagher service agreement and asked what assurances Gallagher has? Mr. Nunnally explained if the board does want to move forward we will update our scope of services and forward it on for signature. Mr. Grigsby said she believes the ballpark number for the website is around \$80,000. Mr. Nunnally said internally our budget is slightly about \$80,000 and if the board wanted to individualize things we would have a conversation about what that looks like. The board agreed to continue this conversation as an agenda item at the next board meeting.

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

The board discussed moving the monthly meetings on the third Thursday of every month from 11AM to 1PM due to conflicts in schedule.

Mr. Hellen made a motion to adjourn the meeting at 4:08PM. Mr. LaFond seconded the motion. There was a roll call vote. The motion passed unanimously.

Next Meeting

The next meeting was tentatively scheduled for January 19, 2023 at 1PM.

*Submitted by,
Emmilie Roach
Gallagher Benefit Services*