

ROCHESTER AREA SCHOOL HEALTH PLAN II
September 12, 2018
2:30 p.m. - NYSUT

Minutes

The following were present:

Brockport	Darrin Winkley
Churchville-Chili	Frank Nardone
Gates Chili	Not Present
Greece	Romeo Colilli
Hilton	Scott Massie
Spencerport	Rick Wood
Wheatland-Chili	Jessica Jackson
Monroe #2 BOCES	Steve Roland
Brighton	Lou Alaimo
East Irondequoit	Not Present
East Rochester	David Green
Fairport	Matt Stevens
Honeoye Falls-Lima	Bruce Capron
Penfield	Mark Sansouci
Pittsford	Darrin Kenney
Rush-Henrietta	Andy Whitmore
Webster	Brian Freeman
West Irondequoit	Not Present
Monroe #1 BOCES	Scott Covell, Lisa Ryan
Gallagher	Mike Martone, Brian Thomas, Kara Burden, Sharon Brognia, Charles McLaughlin
Union Reps	Charlotte Kimberly-Haag, Kathy Occhioni, Dwayne Carbone, Scott Steinberg, Bill Gregory
Superintendents	Gene Mancuso, Lori Orologio
Other Present	Carrie Andrews, NYSUT

Scott Covell called the meeting to order at 2:32 PM.

I. Action Items

A. Minutes – August 22, 2018 - Darrin Winkley moved, Mark Sansouci seconded, that the minutes of the August 22, 2018 meeting be approved.

Vote: All in favor

II. Reports

- A. New Excellus Representative – Kara Burden reported that Nicole Feltes transitioned to a new position at Excellus. Mike Tempesta will be the new representative to the RASHP II plan. Steve Hutchins will remain an account executive to the Plan.
- B. Telemedicine – Mike Martone reported that the cost for the telemedicine plan has been waived by Excellus. This is expected to save the Plan approximately \$117,000 per year. Mike offered that the reason for the waiver is because of the slow start of the program and it is a strategic decision by Excellus to keep the program viable in the long-run. Gallagher will provide updated promotional information about the telemedicine program.

III. First Pass Renewal - 2019 – Brian Thomas presented the first pass renewal information to the Board. Key factors include:

- 1) Medical trends (inflation) estimated at +6.6%
- 2) Claim experience more favorable lowering claim base by -3.4%
- 3) Article 47 savings estimated at -3.3%
- 4) Change in trend assumption resulting from historical analysis lowers rate by -1.0%
- 5) Current premium that needs to be made up in rates results in +0.4% increase
- 6) Anticipated further migration through end of year lowering revenues results in a rate increase of +1.5%
- 7) Other expenses estimated to increase +0.2%

Net resulting impact on total premiums is estimated between 1.0% and 1.1% based on Gallagher's assumptions.

Brian Thomas summarized the differences from the 2018 minimum premium budget to the Excellus initial 2019 budget and further to the Gallagher initial 2019 Budget reflecting actuarial assumptions based on independent analysis. He also provided an analytical review of each budget component.

Mike Martone discussed stop-loss insurance procurement strategies.

Board discussion followed and Scott presented next steps. Discussion followed regarding opportunity to self-fund stop-loss and to increase rates to improve financial position of the Plan. Each Board member expressed their opinion about raising rates beyond the initial Budget developed by Gallagher. Preferences generally ranged between 1% and 2%. No action was taken and additional data was requested for next meeting's discussion.

IV. Adjournment

Motion to adjourn at 3:56 PM moved by Mark Sansouci, seconded by Jessica Jackson.

Vote: All in favor

Respectfully Submitted,

Lou Alaimo, Secretary