

**ROCHESTER AREA SCHOOL HEALTH PLAN II**

**September 11, 2019**

**2:30 pm- NYSUT**

**Minutes (Corrected)**

The following were present:

Brockport	Darrin Winkley
Churchville-Chili	Frank Nardone
Gates Chili	Lauren Poehlman
Greece	Romeo Colilli
Spencerport	Rick Wood
Wheatland-Chili	Jessica Jackson
Monroe #2 BOCES	Steve Roland
Brighton	Lou Alaimo
East Irondequoit	John Abbott
East Rochester	Staci SanSoucie
Fairport	Matt Stevens
Honeoye Falls-Lima	Bruce Capron
Penfield	Mark Sansouci
Pittsford	Darrin Kenney
Rush-Henrietta	Andrew Whitmore
Webster	Brian Freeman
West Irondequoit	James Brennan
Monroe #1 BOCES	Scott Covell and Lisa Ryan
Gallagher	Mike Martone, Brian Thomas, Kara Burden, Sharon Brognia, Charles Mclauchlin
Union Reps	Charlotte Kimberly-Haag, Kathy Occhioni, Dwayne Carbone, Scott Steinberg, Bill Gregory
Superintendents	Lori Orologio
Other Present	Carrie Andrews, NYSUT

Call to order by Scott Covell at 2:32 PM

**I. Action Items**

- A. Minutes – August 23, 2019** – Darrin Kenney moved, Brian Freeman seconded that the minutes from August 23, 2019 be approved.

Vote: All in favor.

## II. Updates

### A. Clinical Concierge Pharmacy Program

- a. Kelly Clark and Amy Handelman from Excellus presented Rx Clinical Concierge program. Ms. Handelman explained the program will be rolling out on January 1, 2020. Focus of program is to reduce pharmaceutical costs by educating physicians and members about lower cost alternatives. It is a no risk opportunity guaranteeing positive savings greater than the cost of the concierge program. Amy stressed this is a voluntary program for the members to convert to the alternatives proposed to the physician. The cost of the program is \$1.50 per member per month and the guaranteed return is \$1.75 per member per month. Gallagher representatives provided additional clarification that this program is for legacy prescriptions, only.

Discussion followed regarding choice of the member and the administration of the program. The Excellus representatives stressed that the communication from Excellus is with the doctors and not the member.

Mike Martone noted that Gallagher has shared the program with Harter Secrest to determine if it would require DFS approval. Excellus has stated they consider this a service rather than a benefit change, therefore Excellus does not feel DFS approval is necessary. Gallagher will follow up with Harter Secrest for their determination.

The Board discussed timing for next steps.

- B. Open Enrollment Timeline** - Kara Burden discussed the common open enrollment time period. The Benefits representatives from each district have also been given the required timeline.

## III. Other

- A. 2020 Medical Renewal** – Gallagher presented the first pass renewal for the 2020 rates. The Excellus renewal reflected an overall increase of 11.6% and the Gallagher actuarial analysis resulted in an increase of 10.0%.

Key factors discussed include:

Factor	Estimated Impact on Rates
Medical and Rx trend	+7.0%
Mandated services now covered	+0.8%
Claims experience specific to Plan (not attributed to medical inflation)	+2.5%
Change in trend assumption (period of analysis)	+0.3%

Current premium shortfall	-0.4%
Load for next year's migration	+1.5%
Other factors	-0.1%

Discussion on strategies to reduce the rate increase followed. The Gallagher team will bring back additional information on Rx rebates and present different scenarios.

- B. Discussion on Stop Loss** – Gallagher presented options to indemnify stop loss coverage. Scott Covell led discussion about Plan's philosophy and desire to self-fund stop loss to minimize premium volatility.

A motion to change specific stop loss coverage from \$1.0M specific, \$500,000 aggregating-specific deductible, to; \$2.0M specific, \$500,000 aggregating-specific deductible effective January 1, 2020 offered by Darrin Winkley, seconded by Bruce Capron.

Vote: All in favor

- C. Motion to Adjourn** – At 4:13 PM Brian Freeman moved, Matt Stevens seconded that the meeting be adjourned.

Vote: All in favor.

Respectfully submitted,

Louis Alaimo  
Secretary