

**MINUTES OF THE  
CAPE COD MUNICIPAL HEALTH GROUP**

**Board Meeting**

Wednesday, October 18, 2017, 10:00 AM

Centerville, Osterville, Marstons Mills Fire Dept., Centerville, MA (COMM Fire District)

**MEETING MINUTES**

A meeting of the Board of the Cape Cod Municipal Health Group (“CCMHG”) was held on Wednesday, October 18, 2017 at 10:00 AM at the Comm Fire District, Centerville, MA. The following people attended the meeting:

**Board Members and Alternates Present:**

Noreen Mavro-Flanders, Board Chair	County of Dukes County
A. Francis (“Skip”) Finnell, Steering Committee Chair	Dennis-Yarmouth RSD
Marie Buckner	Town of Sandwich
Deb Heemsoth	Town of Dennis
Nancy Cushing	Barnstable County
Bob Whritenour	County of Dukes/ Oak Bluffs
Susan Wallen	Nauset Regional School District
Lisa Vitale	Town of Brewster
Verna LaFleur	Hyannis Fire District
Jody Hoffmann	Town of Provincetown
Deb Blanchette	Town of Barnstable
Laura Scroggins	Town of Barnstable
Christopher Clark	Town of Harwich
Denise Coleman	Town of Falmouth
Jillian Douglass	Town of Chatham
Rosemary Moriarty	Town of Wellfleet
Ray Pirrone	West Barnstable & Cotuit Fire Districts
Cathy Doane	Town of Orleans
Rose Crosby	Upper Cape Tech High School
Jill Beaumont	Upper Cape Tech High School
Robert Howard	Bourne Recreational Authority
Rosemarie Costa	Veterans Services

**Guests Present:**

Rich Bienvenue	CCMHG Treasurer
Deanna Desroches	CCMHG Wellness Consultant, Mainland
Aaryn Pure	Livongo
Brian Callow	Rockland Trust Investments
Barbara Howard	Rockland Trust Investments
Rebecca Tavares	Rockland Trust Investments
Kate Brewster	Monomoy RSD
Tracy Scalia	Town of Mashpee
Miriam Spencer	Town of Wellfleet
Susan Broderick	Town of Brewster
Megan Downey	Town of Brewster
Kate Bruster	Monomoy RSD
Ken Jenks	Dennis-Yarmouth RSD

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Mickey Fredericks  
Rick Buffington  
Michael Dalmau  
Jackie Rivero  
Joanne Nelson  
Gabrielle Pitcher  
Bill Rowbottom  
Bill Hickey  
Fred Winer  
Nina Conroy  
Carol Cormier  
Chris Nunnally  
Karen Carpenter

Dennis-Yarmouth RSD  
Barnstable Fire District  
Hyannis Fire District  
Town of Eastham  
Cape Light Compact  
Blue Cross Blue Shield of MA (BCBSMA)  
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Harvard Pilgrim Health Care (HPHC)  
Tufts Health Plan (THP)  
Delta Dental of MA  
Group Benefits Strategies (GBS)  
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Noreen Mavro-Flanders, Chair, called the meeting to order at 10:10 a.m.

**Election of Officers and Steering Committee:**

Skip Finnell said the Steering Committee is making a recommendation to nominate and approve the re-election of the officers. He said the following are recommended:

Board Chair – Noreen Mavro-Flanders, County of Dukes County;  
Board Vice-Chair – Marie Buckner, Town of Sandwich

**Steering Committee:**

Francis “Skip” Finnell, Dennis Yarmouth RSD,  
Noreen Mavro-Flanders, County of Dukes County,  
Debra Blanchette, Town of Barnstable,  
Marie Buckner, Town of Sandwich,  
Erin Orcutt, Cape Cod Reg. Voc-Tech School,  
Susan Wallen, Nauset RSD,  
John Kelly, Town of Orleans  
Christopher Clark, Town of Harwich,  
Denise Coleman, Town of Falmouth,  
Deborah Heemsoth, SC Alternate, Town of Dennis

Christopher Clark made a motion to approve the Steering Committee’s recommendations for officers and Steering Committee.

Motion

Skip Finnell seconded the motion. The motion passed by a unanimous vote.

**Approval of the minutes of the July 19, 2017 Board meeting:**

Christopher Clark moved to approve the minutes of the July 19, 2017 Board meeting as written.

Motion

Skip Finnell seconded the motion. The motion passed by unanimous vote.

**Investment Committee and Investment Manager’s Report:**

Deb Blanchette, Investment Committee Chair, said that the Investment Committee met last week. She said the first fund, the Income & Growth fund, is invested 70% in bonds and 30% in stocks. Ms. Blanchette said the

second fund is invested 45% in bonds and 55% in stocks, while the third fund was created and invested 100% in short bonds for more liquidity. She said the Committee reviewed and developed a strategy to increase the monthly deposits into the third fund from \$100K to \$150K until the balance reaches \$7 million dollars. Ms. Blanchette said it would take approximately 2 years to get to that balance. Ms. Blanchette said the Committee also looked at combining funds one and two, with a goal of investing 50% in bonds and 50% in stocks. She said they also discussed changing the names of the third fund to Capitol Preservation and the combined fund to Return Seeking. Ms. Blanchette said this will be brought to the Steering Committee for discussion and a recommendation to the Board.

Rich Bienvenue said the Capitol Preservation fund would allow for flexibility to access cash to pay the health care claims if some of the municipalities are late paying their invoices. He noted that the original deposit of \$8 million dollars was doubled and helped to subsidize the rates over the years. He said the fund balance is at the lower end of the fund balance policy targeted range now.

Ms. Blanchette introduced Brian Callow, Rockland Trust Investment Manager for CCMHG.

Mr. Callow distributed a 1st Quarter report and reviewed the three CCMHG funds: (1) Income and Growth, (2) Balanced, and (3) Current Income. He reviewed the performances of the three funds compared to the benchmarks. He said Mr. Bienvenue and Ms. Blanchette gave a complete review about what the Committee has been working on.

Noreen Mavro-Flanders thanked Mr. Callow, and he left the meeting.

**Treasurer's report:**

Treasurer, Rich Bienvenue, distributed and reviewed the Management Report with data through August 2017 (unaudited figures). Mr. Bienvenue said there was a surplus of over \$4M from July through August and noted this is the best start to the year CCMHG has had over the last five years. He said the goal of the Board was to reduce the fund balance to the targeted range of between 8% and 12% of claims of the most recent 12 months per the fund balance policy. He said the Trust Fund Balance was \$14.9M. He reviewed the Income Statement and said the revenue was \$27.8 million and claims less reinsurance refunds, administration and fixed premiums were \$23.1 million. He said that there was an operating profit of \$4.1M and investment income was \$134K.

Mr. Bienvenue reviewed the Accounts Receivables report and said the three members with new staff members are taking action to clear up their past due amounts.

Mr. Bienvenue said the Dental Fund had a fund balance of \$3.7 million at the end of August.

Mr. Bienvenue said the audited financial reports for FY17 should be completed soon.

Christopher Clark made a motion to accept the Treasurers report.

Motion
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Deb Blanchette seconded the motion. The motion passed by a unanimous vote.

**Wellness Committee Report:**

Mainland Wellness Report - Deanna Desroches, wellness consultant for the Mainland, reviewed the program updates. She said the August newsletter was published and distributed. Ms. Desroches said the Couch to 5K program began in Yarmouth and the next program will begin in February in Falmouth. She said 306 members signed up for the *aHealthyme* on-line wellness 6-month pilot program and 91 members completed their health assessments. She said the incentive checks were awarded to the members who achieved the 100 point goal

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and 4 members also received a \$200 check from a random drawing. Ms. Desroches said the current program began September 1<sup>st</sup> and will run through June 30<sup>th</sup>.

Ms. Desroches said 300 gift cards were distributed in late July to members who participated in the CCMHG Screening Incentive Program.

Vineyard Wellness Report – Noreen Mavro-Flanders said Krystle Rose was unable to attend today’s meeting due to an illness. She said the wellness program report is in the meeting packets and noted the Couch to 5K began on September 18<sup>th</sup> with new participants as well as return members. She talked about the Thanksgiving Turkey Trot. Ms. Mavro-Flanders said Ms. Rose has revamped the MV Wellness Website.

Ms. Mavro-Flanders said the Mile a Day challenge has been added to replace the \$2K equipment challenge that was not approved by the Board. She said the new budget is included in the meeting packet, and the new budget is \$53,413. Ms. Mavro-Flanders asked the Board to re-vote the new budget amount.

Christopher Clark made a motion to approve the Martha’s Vineyard FY18 budget as proposed.

Deb Blanchette seconded the motion. The motion passed by a unanimous vote.

Motion
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**Steering Committee report:**

*Cape Cod Times Editorial* – Skip Finnell said there was an article written in the editorial section of the CC Times. He said several of the statements were not accurate, so the Committee worked with Carol Cormier to submit a response.

*Consilium OON claims services* – Mr. Finnell said the Committee heard a presentation from Consilium about negotiating lower costs for PPO out-of-network claims. He said the Committee is not making a recommendation to the Board since BCBS and HPHC are already doing this for CCMHG. He also noted that the PPO OON claims costs are minimal for HPHC. Mr. Finnell said a letter has been sent to Consilium by Carol Cormier expressing no interest at this time.

*High Performance Health Plans* – Mr. Finnell introduced Chris Nunnally, a new GBS staff member. He said Mr. Nunnally is working on a GBS project named “High Performance Health Plans” and asked Mr. Nunnally to give a brief description of the project.

Chris Nunnally said GBS is working to continue the mission of CCMHG, with health care initiatives that will improve the health of its members and also provide a positive effect on its return-on-investment (ROI). He said the initiatives include Telemedicine, carving out prescription medications, Pay for Play wellness, smart shopping tools and chronic care case management programs. He said the Steering Committee asked Aaryn Pure from Livongo to speak about a new Diabetes care program which is one of the initiatives under consideration.

Carol Cormier said GBS is hearing presentations from a number of vendors and will be putting together a package of recommended programs for the Board to consider. She said the programs can be added one at a time or together.

*CanaRx and the MMA prescription programs* – Skip Finnell said the myMedicationAdvisor® program is ending on October 31 and the members will be utilizing the CanaRx international prescription drug purchasing program directly on November 1<sup>st</sup>. He said CanaRx will be notifying all members of its program, and Abacus will be sending letters to notify those impacted by the change.

**GBS Report:**

Funding Rate Analysis (FRA) - Ms. Cormier reviewed the FY18 FRA through August and said the summary page is included in the packet. She said the full report was emailed to the Board. Ms. Cormier said that the paid claims and related expenses were 80.9% of the funding rate revenues. Ms. Cormier also said the reinsurance reimbursements and fees are included in the report.

**Livongo, diabetes care management program – Aaryn Pure, Vice President:**

Mr. Pure introduced himself and said the Livongo name was derived from “Live on the go”. He said what they hear most from diabetics is that they want to manage their diabetes without changing their lifestyle. Mr. Pure said the company launched the program 4 years ago and said their focus is on changing behavior to improve the health of people with diabetes.

Mr. Pure said they found the typical approach to diabetes is not working, with out-of-date data, cost of test strips, self management and overwhelmed providers. Mr. Pure said there is a lot of focus on stabilizing the HbA1c levels of diabetics. He gave an example of two people with the same average HbA1c levels, but with different engagement levels of managing their disease. He said the blood glucose levels over a 90 day period showed that the person with high engagement had pretty stable readings. Mr. Pure said glucose levels of the person with low engagement had low readings in the morning and high readings at night. He said their LDL, blood pressure readings, and annual claims costs were also very different. Mr. Pure said after reviewing the data and an intervention from a Livongo nurse or diabetes educator, the member changed the time of when he ate and some of what he ate and now has his glucose levels under control.

Mr. Pure said technology empowers people with diabetes and allows them to live the most normal life possible. He said the Livongo blood glucose monitor and test strips are free to the member and provide real-time data with instant coaching messages. He said live interventions are triggered by acute glucose readings by nurses and educators certified in diabetes care. Mr. Pure said Livongo provides 24/7/365 service to members. He said they also provide personalized digital coaching, meal plans, and customized monthly newsletters. Mr. Pure said Livongo has a Member Portal and Smart Phone application as well. He said the fee is \$75 per user per month, but said CCMHG will receive preferred pricing.

Mr. Pure did a demonstration of an acute blood glucose reading using fake blood to produce a low glucose reading of 43. He received a call from a Livongo nurse who explained the experience a member would have in that same situation Mr. Pure discussed their services in more detail and said if the health plans could transmit the claims information to Livongo, they would be able to provide a detailed analysis for CCMHG.

Noreen Mavro-Flanders thanked Mr. Pure for his presentation.

Ms. Mavro-Flanders said the Steering Committee heard the presentation previously, but wanted the Board to also hear it so they will know what the Committee is considering.

**CY18 Senior Plan Rates:**

Skip Finnell referred to the CY18 Senior Plan rate exhibit in the meeting packet and made a motion to approve the rates as presented.

Carol Cormier said there is a \$0 increase to the Medex plan and said Ms. Pitcher will speak about the reasons during the next agenda item.

Motion

Christopher Clark seconded the motion. The motion passed by a unanimous vote.

**Harvard Pilgrim & BCBSMA Medex Rx formulary changes for CY18:**

BCBSMA -

Garbrielle Pitcher said in an effort to control the rising cost of prescription drugs associated with the Medex and Managed Blue for Seniors plans, BCBS made a decision to change the tiering of a number of drugs and to eliminate a few others. She said this decision will manage costs and is the reason the Rx premium portion of the Medex plan did not increase. Ms. Pitcher said most of the prescriptions will move from a Tier 1 to a Tier 2 copay, and a few will move from a Tier 1 to a Tier 3 copay. She said 6 drugs will no longer be covered without a physicians special request. Ms. Pitcher said there are alternatives available for those 6 drugs. She said the changes will be included in the annual notice to members, but BCBS is unable to send letters to specific members affected. Ms. Pitcher said the list of medications affected are included in the meeting materials.

HPHC -

Bill Hickey said there is a list of the redesign of the Harvard Pilgrim EPO and PPO Rx formularies in the Board packet. He said historically every prescription that was FDA approved was available through Harvard Pilgrim. Mr. Hickey said prescription drugs are the major cost driver now, and on January 1, 2018 Harvard Pilgrim eliminated coverage for a large number of brand name drugs for which there are lower cost generic equivalents or therapeutic alternatives. Mr. Hickey also said 51 prescriptions will be dropping down to a Tier 1 from a higher tier.

Mr. Hickey also said the mail-order prescription service vendor will be changing from Walgreen's to MedImpact Direct effective October 1, 2017.

Mr. Hickey said letters have been sent out to members informing them of the changes. He said these changes do not affect the senior plan.

**Update on Mass. Municipal Reinsurance Arrangement (MMRA):**

Carol Cormier said the MMRA Board met and went over the financial reports to include claims and collateral. She said the MMRA is working as expected and said GBS will be hosting a meeting on November 28<sup>th</sup> in efforts to grow the MMRA. Ms. Cormier said other topics to include Telehealth and cancer care management will also be presented. She said an invitation to the Board will be sent soon and all are welcome.

**Summary of presentation from Cape Cod Health Care on October 18, 2017:**

Noreen Mavro-Flanders said the Steering Committee heard a presentation from CCHC last week and said the information was not specific to what the Committee asked for. She said talks will continue.

Carol Cormier said the information presented was more a model of their network and referrals within their network.

Mr. Finnell said they did not have information about what or how they could help CCMHG to lower health care costs.

Bill Hickey said both HPHC and BCBS are very aggressive with their provider contracts and want to get the best rates possible.

**Health Plan Reports:**

*Delta Dental of MA* – Nina Conroy said Delta Dental now has a mobile app and cost estimate enhancement tools available for its members.

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*Tufts Health Plan* – Fred Winer said Tufts Health Plan Medicare Preferred is the only Medicare Advantage plan in Massachusetts to receive a 5-Star rating from Medicare in 2018. He said the rating means that it is among the best plans in the country for quality and performance.

Mr. Winer said CMS is going to remove the Social Security numbers from its Medicare cards and will replace them with generic numbers. He said the rollout is expected to take about 18 months.

Carol Cormier said Mr. Winer was instrumental in helping to lower the Tufts senior rates for CY18.

*Harvard Pilgrim Health Care (HPHC)*– Bill Hickey said he didn't have any additional news.

*BCBSMA* – Bill Rowbottom said the Senior open enrollment health fairs are scheduled and posted on the CCMHG website.

**Other Business:**

Noreen Mavro-Flanders said the next Steering Committee meeting is scheduled for November 15<sup>th</sup> at the Sandwich Town Hall. The next Board Meeting was scheduled for January 24, 2018 at 10:00 a.m.

There was no other business.

Skip Finnell moved to adjourn the meeting.

Motion
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Christopher Clark seconded the motion. The motion passed by unanimous vote.

Noreen Mavro-Flanders adjourned the meeting at 12:00 Noon.

*Prepared by Karen Carpenter  
Group Benefits Strategies*