

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

**Steering Committee Meeting**  
Thursday, May 11, 2017, 9:00 AM  
Sandwich Town Hall, Sandwich, MA

**MEETING NOTES for presentation purposes only – no votes taken**

A meeting of the Steering Committee of the Cape Cod Municipal Health Group (“CCMHG”) was held on Thursday, May 11, 2017 at 9:00 AM at the Sandwich Town Hall, Sandwich, MA. The following people attended:

**Steering Committee Members Present:**

Skip Finnell, Steering Committee Chair  
Noreen Mavro-Flanders, Board Chair  
Erin Orcutt  
Christopher Clark  
Marie Buckner  
John Kelly  
Susan Wallen

Dennis-Yarmouth RSD  
Dukes County  
Cape Cod Technical High School  
Town of Harwich  
Town of Sandwich  
Town of Orleans  
Nauset RSD

**Guests Present:**

Rich Bienvenue  
Deanna Desroches  
Laurie Barr  
William Hickey  
William Rowbottom  
Fred Winer  
Carol Cormier  
Dan Craig  
Chris Nunnally  
Karen Carpenter

CCMHG Treasurer  
CCMHG Wellness Consultant  
Town of Dennis  
Harvard Pilgrim Health Care (HPHC)  
Blue Cross Blue Shield of MA (BCBSMA)  
Tufts Health Plan – Senior Products  
Group Benefits Strategies (GBS)  
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Skip Finnell, Steering Committee Chair, called the meeting to order at 9:10 AM. It was noted that the posting notice was attached to another meeting, so no votes were taken at this meeting.

Carol Cormier introduced Dan Craig and Chris Nunnally, new employees of Group Benefits Strategies.

**Approval of minutes of the April 12, 2017 Steering Committee meeting:**

The Steering Committee reviewed the minutes to be voted at the next meeting.

**Treasurers report:**

Rich Bienvenue distributed and reviewed the March 31, 2017 financial statements (unaudited) and reported a planned net loss of \$2.09M year-to-date. He reported the trust fund balance of \$11.4M and noted that member claims have increased.

Mr. Bienvenue said the Investment Committee will be meeting at the end of June and will be discussing the third, more liquid investment fund. He said the goal was to fund \$100K each month until the fund reached \$2M. Mr. Bienvenue said the balance of the fund is currently \$2.5M. He said the Committee will be discussing the strategy going forward.

**Wellness program report:**

*Mainland report* - Deanna Desroches said the May edition of the wellness newsletter will be released next week. Ms. Desroches reviewed the updates to the programs including the Biometric screenings, Couch to 5K and Spring Walking challenges. She said the member participation on the web portal increased to 238 active members registered. Ms. Desroches said a random drawing for four - \$200 gift cards for members that have reached 50 points on the portal was held last week.

Ms Desroches reviewed the summer biking program which included 6 dates at various locations during July and August. She said the Tennis program for beginners will be on Saturdays in Dennis at the Sesuit Harbor Tennis Club during June.

Marie Buckner said the proposed budget for the FY18 Mainland wellness programs is included in the packet, but asked that it be added to the next agenda to be voted on.

Skip Finnell suggested reviewing the budget at this meeting and voting on it at the next meeting.

Deanna Desroches reviewed the proposed budget and said it was down slightly from this year. She said the smoking cessation program was removed due to lack of participation. Ms. Desroches said the current programs came in under budget by about \$10,000.

There was a discussion about nutrition and options that may be available for the CCMHG members.

Skip Finnell said the Committee will vote on the budget at the next meeting with limited discussion.

*Martha's Vineyard report* – Noreen Mavro-Flanders said Krytle Rose, MV Wellness Consultant added a \$50 participation fee to the fitness challenge. She said the participation in the program increased this year. Ms. Mavro-Flanders said the Tick-bourne Seminar will be held again this year and is open to everyone. She said Ms. Rose spoke to the Board of Health and found that videos are available on their website, and they offered to put the MV video up on their site as well. Ms. Mavro-Flanders said she will send the proposed FY18 MV Wellness budget to Ms. Carpenter to add to the next meeting packet.

Marie Buckner left the meeting.

**GBS Reports:**

*GBS Contract* – Ms. Cormier said the CCMHG GBS Contract is expiring at the end of June and said she will provide a copy of the proposed renewal prior to the next meeting.

*Funding Rate Analysis (FRA)* – Carol Cormier reviewed the FRA report through March. Ms. Cormier reported an expense-to-funding ratio of 98.1% and an excess of funding of \$2.1M, but noted that \$2.04M of that was from reinsurance reimbursements for the FY16 policy period. She said March was a 5-week month in terms of payments. Ms. Cormier said the dental plans were running well at an expense-to-funding ratio of 91%.

*Reinsurance reports* – Karen Carpenter reviewed the FY16 excess claims report with claims updated through April 2017. She said that there were 21 claimants who exceeded the \$300K specific deductible with total claims of \$9.47 million and excess claims of \$3.17 million. She said CCMHG has received \$2.58 million in reinsurance reimbursements and is owed an additional \$598,412.

Ms. Carpenter reviewed the FY17 excess claims report with claims updated through April 2017. She said that there were 14 members with claims exceeding the deductible. She reported total claims of \$5.9 million and excess claims of \$1.7. She said no reimbursements have been received to date.

**Alternative Rx purchasing program – Chris Collins, CanaRx:**

Carol Cormier said that the Committee heard a presentation from Abacus/PBS on April 12<sup>th</sup> in which Abacus representatives presented their value proposition. She said that Chris Collins was invited to this meeting to let the Committee know which of the services provided by Abacus/PBS can be provided directly by CanaRx.

Ms. Cormier referred to the exhibit in the meeting packet prepared by GBS comparing the services offered by CanaRx with the services Abacus/PBS. She noted that Abacus told her yesterday that their services are not reflected on the exhibit as they would like, and she said there may be changes made to the exhibit. Ms. Cormier said it is her responsibility as the CCMHG's consultant to bring information to the Steering Committee and Board, and if something is misrepresented, she will change it. She said she is a neutral party and whatever decision the Committee and Board makes will have no effect on Group Benefits Strategies. Ms. Cormier introduced Chris Collins, CanaRx.

Chris Collins distributed information about the CanaRx prescription drug program and reviewed the typical enrollment documentation and medication lists. He said CanaRx reviews the pricing of the available medications internationally against the US medications. He said they compare the pricing between the two lists after the shipping, handling, and CanaRx charges are added on a per pill basis. He said 95% of brand name drugs are manufactured overseas and added that most of the medications bought in the US come from overseas. He said that all clients receive the same drug pricing from CanaRx.

Mr. Collins said it is important that the members know that the medications received through the CanaRx program have the exact same ingredients as the medications they are receiving through their current health plan Rx program. He said if any of medications are a different color or shape, CanaRx will contact the member by phone to let them know and to ask if they still want the drug. Mr. Collins said CanaRx uses only three Tier 1 countries because all of the packaging is written in English and the medications are in the manufacturer's original packaging. He said CanaRx will only fill Refill requests and not new prescriptions. He said they do this to be sure that any step therapy will have already taken place and there are no allergic or other adverse reactions.

Mr. Collins said CanaRx will send initial letters to members on employer letterhead. He said CCMHG will have the option to take certain medications off the med list or add additional ones if they want to. Mr. Collins said once the program is up and running, targeted letters will be sent to members taking one of several high cost medications that are listed in the letter as available at no cost to the member.

Carol Cormier said Abacus eliminates some of the medications from the quarterly CanaRx med lists that they determines to be unsafe or complicated for the member to take. She said the only drugs on their list are the medications that members are already taking. If no one is taking a medication on the list provided by CanaRx, Abacus removes it.

Mr. Collins reviewed an exhibit showing the savings of a municipal client and spoke about the nurse calls to members taking high cost medications. He said CanaRx has been filling all of the medications for the CCMHG through what is being called the My Medication Advisor (MMA) program.

Carol Cormier said she has discussed payment arrangements with Chris Collins. She said currently CCMHG pays PBS an amount determined by PBS and pays it up-front. She said PBS in turn pays CanaRx based on the bill it receives later in the month. Ms. Cormier said if CCMHG goes direct with CanaRx rather than through Abacus/ PBS, CCMHG will be invoiced once a month to reimburse CanaRx for the employees' medications.

In response to a question, Mr. Collins said once the forms are approved by CCMHG and a name is chosen for the website, CanaRx will need to receive a monthly enrollment census from each health plan. He said that will let CanaRx know who is eligible for the program.

Carol Cormier said if the Board chooses to move to CanaRx direct, the Abacus/PBS contract requires a 90-day notice of termination. She said she would ask Atty. Leo Peloquin if the notice is necessary if the contract has already expired. Ms. Cormier noted that the Alternative Savings Program would no longer be available if Abacus/PBS is eliminated, and Abacus may ask for an increase in fees to administer the diabetes program. She reminded the Committee that Abacus had referred to a cost offset in its presentation in April.

*It was subsequently found that the contract with PBS has not expired.*

Christopher Clark said he was in favor of a letter to current members purchasing through the MMA program and CanaRx notifying them of the transition.

Skip Finnell thanked Mr. Collins for his presentation and said the Committee would take it under advisement.

**Update on health fairs and benefits educational meetings:**

Bill Rowbottom said the Town of Falmouth's health fair was busy, but in general, the participation across the Cape was low. He said the town of Falmouth filmed the benefit educational meeting about the HSA-qualified plans and has it on their town website. Mr. Rowbottom said Bill Hickey did 90% of the presentation and did an excellent job.

John Kelley said there has been a lot of interest in the HSA-qualified high deductible health plans.

Skip Finnell asked if someone would provide the Town of Falmouth's link to the video of their educational meeting to put on the CCMHG website for those who are unable to attend the meetings.

**Other Business:**

There was no further business.

The meeting ended at 11:26 AM.

*Prepared by Karen Carpenter  
Group Benefits Strategies*