

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

**Board Meeting**

Tuesday, April 5, 2022 10:00 AM

**Virtual Meeting by Remote Participation**

**MEETING MINUTES**

A meeting of the Board of the Cape Cod Municipal Health Group (“CCMHG”) was held on Tuesday, April 5, 2022 at 10:00 AM. The following people attended the meeting:

**Board Members and Alternates Present:**

Noreen Mavro-Flanders, Board Chair	Dukes County
A. Francis (“Skip”) Finnell, Steering Committee Chair	Dennis-Yarmouth RSD
Debra Blanchette	Town of Barnstable
Justyna Marczak	Barnstable County
Richard Buffington	Barnstable Fire District
Jennifer Kelson	Bourne Water District
Lisa Vitale	Town of Brewster
T K Menesale	Buzzards Bay Water District
Beth Deck	Cape Cod Collaborative
Krystal Abrams	COMM Fire
Megan Downey	Town of Chatham
Raymond Pirrone	Cotuit Fire District
Susan Laak	Town of Dennis
Sheryl McMahon	Dennis Water District
Maya Golding	Town of Eastham
Amy Bullock	Town of Harwich
Verna Lafleur	Hyannis Fire
Tracy Scalia	Town of Mashpee
Leanne Gray	Mashpee Water District
Ellen Bearse	Monomoy RSD
Susan Wallen	Nauset RSD
Maureen Fruci	North Sagamore Water District
Elise Zarcaro	Town of Provincetown
Teresa Johnson	Sandwich Water
Alex Lessin	Town of Truro
Raymond Pirrone	West Barnstable Fire District
Robert Whritenour	Town of Yarmouth
Kathy Logue	Dukes County

**Guests Present:**

Rich Bienvenue, CPA	CCMHG Treasurer
Deanna Desroches	CCMHG Wellness Consultant, Mainland
Triva Emery	CCMHG Wellness Consultant, Vineyard
Brian LaValley	Town of Eastham

*CCMHG Board meeting, 04/05/2022*

Cindy Richards  
Peter Burke  
Brian Callow  
Barbara Howard  
Bob Kademian, RPh  
Dave Sirowich  
Christopher Myhre  
Julie Scansaroli  
Bill Hickey  
Nina Conroy  
Patty Joyce  
Chris Collins  
Jim Riley  
Carol Cormier  
Joseph Anderson  
Karen Quinlivan

Town of Orleans  
Hyannis Fire  
Rockland Trust Investments  
Rockland Trust Investments  
PBIRx  
PBIRx  
Blue Cross Blue Shield of MA (BCBSMA)  
Blue Cross Blue Shield of MA (BCBSMA)  
Harvard Pilgrim Health Care (HPHC)  
Delta Dental Plan of MA  
Abacus Health Solutions  
CanaRx  
CanaRx  
Gallagher Benefit Services, Inc. (GBS)  
Gallagher Benefit Services, Inc. (GBS)  
Gallagher Benefit Services, Inc. (GBS)

Noreen Mavro-Flanders, Board Chair, called the meeting to order at 10:11 AM. She said that the meeting was being recorded and asked if there were any objections. There were none.

Ms. Mavro-Flanders asked for a roll call of Board members present who will be voting. The following voting members were present:

Debra Blanchette	Barnstable	Justina Marczak	Barnstable County
Richard Buffington	Barnstable Fire District	Jennifer Kelson	Bourne Water District
Lisa Vitale	Brewster	Beth Deck	Cape Cod Collaborative
Krystal Abrahms	COMM Fire	Megan Downey	Chatham
Raymond Pirrone	Cotuit Fire	Susan Laak	Town of Dennis
Skip Finnell	Dennis-Yarmouth RSD	Maya Golding	Eastham
Amy Bullock	Harwich	Verna Lafleur	Hyannis Fire
Tracy Scalia	Mashpee	Leanne Gray	Mashpee Water District
Ellen Bearse	Monomoy RSD	Susan Wallen	Nauset RSD
Maureen Fruci	North Sagamore Water	Maureen Fruci	North Sagamore Water
Elise Zarcaro	Provincetown	Teresa Johnson	Sandwich Water
Alex Lessin	Town of Truro	Raymond Pirrone	West Barnstable Fire
Robert Whritenour	Yarmouth	Noreen Mavro-Flanders	Dukes County
Kathy Logue	Dukes County		

**Approval of the minutes of the February 2, 2022 Board meeting minutes:**

Kathy Logue motioned to accept the minutes of the February 2, 2022 Board meeting with correction for the spelling of Debra Blanchette's first name on page 6.

Motion
--------

Amy Bullock seconded the motion. There was a roll call vote.

Debra Blanchette	yes	Justina Marczak	yes
Richard Buffington	yes	Jennifer Kelson	yes
Lisa Vitale	yes	Beth Deck	yes
Krystal Abrahms	yes	Megan Downey	yes
Raymond Pirrone	yes	Susan Laak	yes
Skip Finnell	yes	Maya Golding	yes
Amy Bullock	yes	Verna Lafleur	yes

Tracy Scalia	yes	Leanne Gray	yes
Ellen Bearse	yes	Susan Wallen	yes
Maureen Fruci	yes	Elise Zarcaro	yes
Teresa Johnson	yes	Alex Lessin	yes
Raymond Pirrone	yes	Robert Whritenour	yes
Noreen Mavro-Flanders	yes	Kathy Logue	yes

The motion passed by unanimous vote.

*T K Menesale, a voting member, joined the meeting at this time.*

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

Debra Blanchette, Investment Subcommittee Chair, said that there is currently \$27M in total assets with Rockland Trust. The Investment subcommittee of the Steering Committee consisting of herself, Rich Bienvenue and Erin Orcutt will be meeting with Brian Callow and Barbara Howard of Rockland Trust on April 28 to do an in depth review of the portfolio and discuss whether or not to continue moving funds into the return seeking account as has been done in the past. Other than that, she introduced Brian Callow to present his report through February.

Brian Callow, said that he would provide a brief overview of current market conditions and quarterly performance. Mr. Callow reviewed the Return Seeking Account target allocation and portfolio allocation as of 02/28/2022. The portfolio allocation is within compliance with a goal of maintaining strength. The portfolio complies with the Investment Policy. Fiscal year/quarter to date returns were -4.12%. One year returns were 7.21%. It has been a tough quarter. The Fed is combatting inflation with interest rates and there is disruption on the equity side with the conflict between Russia and Ukraine. Benchmarks are actually down -5.17 for the quarter. The one year number is still positive.

**Treasurer's report:**

Treasurer Richard Bienvenue, CPA reviewed the financial reports of January 31, 2022 (unaudited figures). Cash is down quite a bit because there was a premium holiday in the month of December which had a \$12M effect on the group's financial position. The investment pool is up due to transfers during the year. The return for the first seven months of the year is a negative \$13.7M including the premium holiday. Claims experience was pretty good but it has been a tough past several months for the investment returns so that accounted for the additional loss.

Debra Blanchette motioned to accept the Treasurer's report.

Motion
--------

Elise Zarcaro seconded the motion. There was a roll call vote.

Debra Blanchette	yes	Justina Marczak	yes
Richard Buffington	yes	Jennifer Kelson	yes
Lisa Vitale	yes	T K Menesale	yes
Beth Deck	yes	Krystal Abrahms	yes
Megan Downey	yes	Raymond Pirrone	yes
Susan Laak	yes	Skip Finnell	yes
Maya Golding	yes	Amy Bullock	yes
Verna Lafleur	yes	Tracy Scalia	yes
Leanne Gray	yes	Ellen Bearse	yes
Susan Wallen	yes	Maureen Fruci	yes
Elise Zarcaro	yes	Teresa Johnson	yes

Alex Lessin                yes  
Robert Whritenour    yes  
Kathy Logue            yes

Raymond Pirrone        yes  
Noreen Mavro-Flanders yes

The motion passed by unanimous vote.

### **GBS Reports:**

Carol Cormier reviewed the *FY22 Funding Rate Analysis (FRA) report* with data through February 28, 2022 (paid claims basis). The composite expense-to-funding ratio was 111.6%. All the plans with the exception of the Medex and Medicare Enhanced and the Harvard Pilgrim PPO and HSA were underfunded. This was anticipated because of the Premium Holiday in December. The estimated Funding Deficit was \$10,251,572 for the seven months. Dental expense-to-funding ratio was 90.9%.

Karen Quinlivan reviewed the *Reinsurance reports*. She said the FY21 policy period through February 2022 had 25 claimants with total claims in excess of the \$300K specific deductible of \$4,353,574. Total reimbursements of \$4,374,469 have been received to date with an outstanding overpayment credit balance of \$20,895. She said that there are 61 claimants on the 50% Report with claims totaling \$11,996,414. For the FY22 period through February there were 5 claimants with total claims in excess of the \$400K specific deductible of \$290,488. Total reimbursements of \$0 have been received to date with an outstanding reimbursement balance due of \$290,488. She said that there are 27 claimants on the 50% Report with claims totaling \$7,206,972.

Ms. Cormier said that the Gallagher offices have moved from Auburn to downtown Worcester over the weekend. The new address is 446 Main St Suite 1801, Worcester MA 01608.

### **Wellness Reports:**

Martha's Vineyard (MV) Wellness Report – Triva Emery, Vineyard wellness consultant, said weekly programming is going well. There has been good participation in the morning walks. There were actually three new walkers this morning. Some who have been consistent through the winter have turned into runners. The spring hike series started last week and the site hike at Cedar Creek was well received. The Give it a Try fitness workshops are small groups stepping out of their comfort zone to try new things. May and June will have Pickleball. The chess club on Saturday afternoons has been successful and there was a demand for adult only so a Monday evening session was added. Cooking workshops are ongoing with two more sessions. Planning is in effect for the cycling club to have a strong health and wellness presence at the Cycle Fest and Wellness day at the end of May.

Mainland Wellness Report – Deanna Desroches, Mainland wellness consultant, said the Couch to 5K hybrid program is now up to 15 participants. Saturday morning walks has 30 participants. Walks are between three and four miles even in inclement weather. There are currently 754 members on the wellness portal. There is more strength training ongoing. The eight week series wrapped up at the end of March and now there is another one with 17 members already registered. Chair Yoga just finished up and the group just finished up some strength, stretch and strengthen. One class had 30 members and the other 18. The financial series is going really well. The Maintain Don't Gain program wrapped up successfully with 63% of members complete it and lost collectively 168 pounds. There will be a spa yoga night at Cape Light Compact to go along with mental awareness month. Three will also be learn to play tennis and Pickleball for the spring.

**Steering Committee Report:**

Skip Finnell said that everything that the Steering Committee has been talking about is on the Board agenda. The Steering Committee brought the rates to the Board at the last meeting. Pinnacle Care will be addressed next on the agenda.

**Adoption and Implementation of the Pinnacle Care program:**

Noreen Mavro-Flanders said that at the last meeting the Board approved bringing on Pinnacle Care which gives expert medical advice and bill negotiation services. Following the meeting there were some questions from one of the Board members who felt that the contract should have been put out for bid under Chapter 30B. Legal counsel was contacted, and they concluded that with an abundance of caution, they recommended that the group do a 30B RFP. That was only one respondent to the RFP and that was Pinnacle Care. There has been back and forth on legal review of the contract by a subcommittee set up for contract review for small issues like governance according to the laws of Massachusetts, renewal and several other finer points. There is another Steering Committee meeting scheduled for April 12, 2022 to finalize contract details.

Michael Hurley of Pinnacle Care indicated that they have materials for benefit fairs and materials that can be distributed virtually as well.

Skip Finnell motioned for the Board to authorize the Steering Committee to negotiate and finalize the final contract details with Pinnacle Care.

Motion
--------

Bob Whritenour seconded the motion. There was a roll call vote.

Debra Blanchette	yes	Justina Marczak	yes
Richard Buffington	yes	Jennifer Kelson	yes
Lisa Vitale	yes	T K Menesale	yes
Beth Deck	yes	Krystal Abrahms	yes
Megan Downey	yes	Raymond Pirrone	yes
Susan Laak	yes	Skip Finnell	yes
Maya Golding	yes	Amy Bullock	yes
Verna Lafleur	yes	Tracy Scalia	yes
Leanne Gray	yes	Ellen Bearse	yes
Susan Wallen	yes	Maureen Fruci	yes
Elise Zarcaro	yes	Teresa Johnson	yes
Alex Lessin	yes	Raymond Pirrone	yes
Robert Whritenour	yes	Noreen Mavro-Flanders	yes
Kathy Logue	yes		

The motion passed by unanimous vote.

**Abacus report on Diabetes Care Rewards Program:**

Patty Joyce said that she did not have a report for this meeting. She sis want to remind everyone to request information that they might need for any health fairs. On demand webinars have been very successful and there have been over 150 views on the YouTube webinar on the Good Health Gateway public page.

**PBIRx report and Market Analysis RFP:**

Bob Kademian, RPh from PBIRx provided reporting through the month of January. He said that the combined estimated per member per month prescription drug costs including Rx rebates were \$125.19 last year and \$142.70 this year. The increase was 13.98%. Traditional drug costs were up 7.81% while specialty med costs were up 18.32%. Blue Cross Rx costs were up 13.08% net of rebates, and Harvard Pilgrim costs were up

18.44% versus last year. Specialty drugs as a percentage of cost was 64% this year. Specialty net cost is about \$9M, with about \$15M total. Increased utilization of specialty drugs is what is driving costs. One of the components of the BlueCross program is to utilize the PillarRx program with the potential for \$1.2M in savings.

Dave Sirowich said that PBIRx did an RFP for the renewal of the pharmacy benefit program for CCMHG. The Blue Cross contract expires June 30, 2022. It was a three year contract while Harvard Pilgrim contract is an annual one. Current contracts were looked at as well as alternate funding for specialty medications. There were several options available. Option 1 renewed with the current carriers, so no change to the plan. There would be \$2.7 M in additional savings due to rebates and better discounts on medications. The other piece that Blue Cross has is a program through a vendor called Pillar Rx that is a coupon program. Drug manufacturers have provided coupons that allow members who otherwise can't afford their specialty medications. The coupon value can be substantial. Pillar Rx uses the coupon to lower the cost to the patient and use any remaining value to lower the cost to the actual plan. That program would realize an additional savings of about \$1.2 M. Option 2 was a proposal from CVS Caremark to take over Blue Cross and Harvard Pilgrim's program. Estimated savings is about \$3.7M. There is about \$2.2 M in coupon value, so a total of about \$6M in savings. Blue Cross Blue Shield is moving to CVS Caremark as of January 1, 2023. This does not mean that members can only get prescriptions from CVS pharmacies. They are looking at integrating programs such as Good Rx. They also have aggressive rebate guarantees for year 2 and 3. Option 3 is a carve out to Maxor, another pharmacy benefit manager. The savings would be about \$1.4M. They have agreed to implement a program called Paid Health. They do coupons but they try to get the medication at no cost so it shouldn't cost the plan anything. They do charge a percentage of savings. It's about 30%, so probably a cost of \$30,000 to the plan after their fee. They do require members to engage with the program and this wouldn't be voluntary if they are on a specialty medication. Outreach would be made by Paid Health. Members would have to provide information like household size and income. They look to see if they can get the medication for free based on member demographics. If they can, there is no cost to the plan except for 30% of the savings. Total potential savings equates to almost \$7M. The last option was to renew with Blue Cross and Carve out Harvard Pilgrim only to Maxor. The renewal would bring a \$3M savings to the group. The Pillar program with Blue Cross and the Paid program with Maxor would bring an additional \$2.3M.in savings.

The Steering Committee reviewed all options and it was decided to recommend options 1 to renew with the current vendors and get information regarding the implementation of Pillar Rx.

Kathy Logue motioned to renew with the current vendors as shown on option 1 of the RFP.

Motion
--------

Skip Finnell seconded the motion. There was a roll call vote.

Debra Blanchette	yes	Justina Marczak	yes
Richard Buffington	yes	Jennifer Kelson	yes
Lisa Vitale	yes	T K Menesale	yes
Beth Deck	yes	Krystal Abrahms	yes
Megan Downey	yes	Raymond Pirrone	yes
Susan Laak	yes	Skip Finnell	yes
Maya Golding	yes	Amy Bullock	yes
Verna Lafleur	yes	Tracy Scalia	yes
Leanne Gray	yes	Ellen Bearse	yes
Susan Wallen	yes	Maureen Fruci	yes
Elise Zarcaro	yes	Teresa Johnson	yes
Alex Lessin	yes	Raymond Pirrone	yes
Robert Whritenour	yes	Noreen Mavro-Flanders	yes
Kathy Logue	yes		

The motion passed by unanimous vote.

**Health Plan/vendor reports:**

Harvard Pilgrim - Bill Hickey provided a current Covid report. Total treatment costs were \$1,949,000, with \$1,094,000 of it testing.

Blue Cross – Chris Myhre said that they are working closely with PBIRx to present options for Pillar Rx. If folks need anything in the coming weeks for fairs they are available.

Tufts - Fred Winer said that he encouraged everyone to get their free Covid test kits from the government.

CanaRx- Chris Collins said the new website for CanaRx is live and they have mailers to potentially increase participation. Between him and Jim Riley they are available for in-person benefit fairs as well.

Delta Dental - Nina Conroy said that things are getting back to normal but dentists have a lot of work to do between patients so the volume isn't as large as it would be normally.

**Other business:**

A tentative meeting was scheduled for an in-person meeting the third week in July pending a location.

There was no other business

Skip Finnell motioned to adjourn.

Motion
--------

Kathy Logue seconded the motion. There was a roll call vote.

Debra Blanchette	yes	Justina Marczak	yes
Richard Buffington	yes	Jennifer Kelson	yes
Lisa Vitale	yes	T K Menesale	yes
Beth Deck	yes	Krystal Abrahms	yes
Megan Downey	yes	Raymond Pirrone	yes
Susan Laak	yes	Skip Finnell	yes
Maya Golding	yes	Amy Bullock	yes
Verna Lafleur	yes	Tracy Scalia	yes
Leanne Gray	no response	Ellen Bearse	yes
Susan Wallen	yes	Maureen Fruci	yes
Elise Zarcaro	no response	Teresa Johnson	no response
Alex Lessin	yes	Raymond Pirrone	yes
Robert Whritenour	yes	Noreen Mavro-Flanders	yes
Kathy Logue	yes		

The motion passed by majority vote.

The Board Chair, Noreen Mavro-Flanders adjourned the meeting at 11:57 AM.

*Prepared by Karen Quinlivan  
Gallagher Benefit Services, Inc.*

