

## SOUTHEASTERN MASSACHUSETTS HEALTH GROUP

**Board Meeting**  
Mansfield Town Hall  
Mansfield, MA

December 5, 2017

### **Board Members Present:**

Michael Yunits	Town of Norton
Steve Schoonveld	Town of Mansfield
Mike Gallagher	Town of North Attleborough
Shawn Cadime	Town of Seekonk
Jackie Boudreau	Town of Mansfield (alternate)
Cheryl Gouveia	Town of Rehoboth
Chris Defontes	Town of Seekonk

### **Others Present:**

Pam Smith	GBS
Kate Sharry	GBS
Shawn Cadime	Town of Seekonk
Chris Nunnally	GBS
David Flaherty	Town of Raynham
Mike Breen	Blue Cross Blue Shield
Debbie Scott	Town of Mansfield
James Fitzpatrick	Vitals Smart Shopper

Mike Yunits began the meeting at 9:05 a.m.

### **Minutes from November 1, 2017 – Mike Yunits**

Mr. Schoonveld made a motion to accept the Board minutes from the meeting on November 1, 2017.  
Mr. Cadime seconded the motion. Mr. Gallagher abstained.

### **Vitals Smart shopper presentation - James Fitzpatrick**

Mr. Breen introduced a new program offering called Smart Shopper. Mr. Breen said Mr. Fitzpatrick is going to explain to the group how this program works.

Mr. Fitzpatrick said Vitals Smart Shopper is a voluntary incentive based care redirection program which rewards subscribers for making cost savings decisions. He said members can go online or call to help them shop for high quality lower cost providers. Mr. Fitzpatrick said last year 67% of members shopped for services, 62% were redirected to lower cost providers. He also stated that the average incentive sent to members was \$85 and the employee received an average savings of \$626.  
The program is incentive, based on procedure.

Ms. Sharry asked how the reporting would be done for something like this. Mr. Fitzpatrick said there will be monthly billing reports showing savings generated, number of claims paid, number of members who used the program and any missed savings opportunities.

Mr. Schoonveld asked if there are certain plans that are more effective with this program. Mr. Fitzpatrick explained how it works well with all plans.

The program can be started for 7/1/18 or it can be implemented off anniversary too. Mr. Fitzpatrick said they also run campaigns at certain times of the year targeting certain diseases, ie; breast cancer awareness month. This is all done on incentives based on procedures which help offset costs. Mr. Fitzpatrick said he would need the groups data to run an analysis. It was agreed to send Vitals the needed de identified claims data.

#### **Joint Purchase Group update – Mike Yunits**

Mike Yunits reviewed the joining purchase group agreement proposed changes. There was some discussion in regards to the liabilities of a town exiting the group relative to Article 13. Kate Sharry suggested another review with legal counsel. There was a question about the amount of surplus paid to the Town of Easton and Pam Smith said she would look back at the records to find the exact amount.

Mr. Gallagher said he would like to know the intent of these changes being made and what effective date was being proposed. He also said the Town of North Attleboro handed in their letter of intent to leave the Southeastern Massachusetts Health group effective June 30<sup>th</sup> 2018. Mr. Yunits said all issues regarding proposed changes, including effective dates, were still up for discussion.

It was agreed that the joint purchase group agreement review subcommittee would meet prior to the next board meeting.

#### **Financial Report – Pam Smith, GBS**

Pam Smith reviewed the financial report with 4 months of claims data. The overall loss ratio is at 91.8% with a funding surplus of \$1,631,545. Ms. Smith reviewed the stop loss report and said there are two members on the current policy and one of these members is lasered at \$500K.

#### **Treasurer's report – Maureen Valente**

Ms. Valente said she has been receiving payments a little more timely and she appreciates the effort. She said the trust fund is averaging about \$9M at the end of the month.

Mike Yunits said they are instituting a review of balances and money that has come in. He will sign off on this every month.

Ms. Valente said she received a draft of the Trust Fund Audit report from the auditors. She said they would like to come to the next meeting to review the audit.

**Managers/Benefit coordinator meeting – Kate Sharry, GBS**

Ms. Sharry reminded everyone to please extend the invitation to attend the Managers meeting on December 12<sup>th</sup>. She said it would be a good opportunity to showcase the hard work the group has done over the past year.

**New Business**

Ms. Sharry said Canarx would like to to a targeted mailing for the group in the hopes to increase utilization of the program. They would need the groups permission to move forward with the mailing. Steve Schoonveld motion to authorize Canarx to do a targeted mailing for the program. Mike Gallagher seconded the motion and it passed by unanimous vote.

The next Board meeting is scheduled for January 23, 2018 at 9:00 a.m. at the Seekonk Town Hall.

At 9:56 a.m. Mr. Schoonveld made a motion to adjourn the meeting. Mr. Gallagher seconded the motion and it passed by unanimous vote.

*Prepared by Pam Smith  
Group Benefits Strategies*