

SOUTHEASTERN MASSACHUSETTS HEALTH GROUP

Board Meeting Minutes

Virtual Meeting/Remote Participation/Meeting Recorded

October 3, 2023

Board Members Present:

Sheena Martin	SCEC
Mike Yunits	Norton
Shawn Cadime	Seekonk
Kelly Usher	Raynham
Paul Reynolds	Dighton

Others Present:

Pam Smith	Gallagher
Chris Nunnally	Gallagher
Mike Breen	BCBS
Chris Defontes	Seekonk
Lisa Lyon	Seekonk
Tracy Jamieson	Seekonk
Sue Brayton	Westport
Paula Linhares	Norton
Mike Breen	BCBS
Liz Sampo	Aetna
Albert Saavedra	Aetna
Kelly Hartnett	Retiree First

Mr. Cadime began the meeting at 9:33 a.m. and requested roll call to be taken. Ms. Smith did roll call, Towns present were Norton, SCEC, Seekonk, Dighton and Raynham.

Senior RFP Presentations

Mr. Nunnally told the Board that BCBS will be presenting their Medicare advantage plan first and then they will leave the meeting and Aetna will present their solution along with Retiree First. After that we will show pricing for these plans as well as a plan comparison.

BCBS

Mr. Breen discussed their Medicare PPO Blue Freedom Rx plan, the plan is comparable to Medex with very similar copays and network. The prescription plan is embedded with the health plan unlike the Medex plan so that means one ID card for members.

There are some copays for out of network services but in network is covered, there is also a dental benefit with this plan for routine services at no charge to the member. Vision is covered in network and hearing services also, there is a fee for hearing aids but it is discounted substantially. Ms. Linhares asked about the cost for hearing aids. Mr. Breen said BCBS will cover \$699 - \$999 per hearing aid depending on what is needed.

Aetna

Al Saavedra from Aetna thanked the group for allowing them and opportunity to come before the Board. Mr. Saavedra said Aetna is one of the largest national companies for Medicare Advantage in the Country, they have a dedicated team specifically focusing in the public sector. He introduced Liz Sampo, she will explain exactly what Aetna will do for them, Ms. Sampo said there are currently over 6,500 members that are part of MSHG and it is still growing. Ms. Sampo said the medicare advantage plan they offer comes with a consortium that includes Retiree first, they are advocates for the retirees and they deal directly with them in assisting with the set-up of the plan and any other assistance they need going forward. The Advantage plan they offer is a passive PPO which allows retirees to use all Medicare doctors in the Aetna Network and any Medicare doctor that is not in the Aetna network at the exact same coverage, which will cause no disruption for retirees. The proposed would also include Clinical advocates, transportation and meals for retirees who are recovering from a hospital stay. Kelly Hartnett from Retiree First explained their role and how they assist Aetna. Ms. Hartnett said SMHG would get their own team of advocates who will be the buffer between the group and Aetna, the main reason they would call Retiree First instead of the carrier is to eliminate having to explain their issue to multiple people, Retiree First will open the case first and the same person will work them. Ms. Hartnett added that there is a designated telephone number for Retirees to call and they will always get an actual person to speak with and they will never be placed on hold.

Mr. Nunnally showed a plan comparison chart for the group's current senior offerings as well as the proposed plans from today. Currently Medex is \$390.35 the proposed Medex rate is the same as current. The Medicare PPO Blue Freedom plan is \$342.00 for a savings of \$644K and the Aetna Medicare Advantage plan is \$305.00 for a saving of over \$1M. There were some questions asked about other groups and how the transition process was and Mr. Nunnally said they were positive transitions with few issues. Mr. Nunnally said Retiree First does a great job working directly with the seniors as well as hosting breakfast/lunches for the retiree as well. The group asked for the presentations to be emailed so everyone can review all the information and we will have another meeting to decide which plan will work best on October 11th.

New Business

None

Mr. Yunits made a motion to adjourn the meeting at 10:37 A.M. Mr. Cadime seconded the motion. The motion was passed unanimously.

The next meeting will be on October 11th, 2023 at 9:30 A.M.