



Southeastern Massachusetts Health Group (SMHG) Board Meeting

Tuesday, April 8th, 2025

Virtual Meeting / Remote Participation / Meeting Recorded

Meeting Minutes

Board Members in Attendance:

Shawn Cadime, Board Chair
Michael Yunits, Board Vice Chair
Paul Reynolds
Kelly Usher
Jennifer Prendergast
Jim Hartnett

Seekonk
Norton
Dighton
Raynham
SCEC
Westport

Guests in Attendance:

Jennifer Sroka
Jennifer Argo
Chris Defontes
Stella Farias
Marianna Gil
Darlenys Dominguez
Joy Layden

Norton
Seekonk
Seekonk
Westport
Arthur J. Gallagher
Arthur J. Gallagher
Arthur J. Gallagher

Mr. Cadime, Board Chair, began the meeting at 9:31 am. Darlenys Dominguez took the attendance roll. Member units present were Seekonk, Norton, Raynham, SCEC, and Westport. Dighton joined the meeting after the attendance roll had been taken.

Discussion and possible vote to Approve the Town of Wrentham’s Application to Join SMHG Effective July 1st, 2025.

Marianna reported that the Town of Wrentham has requested to join SMHG effective July 1, 2025, due to a 15% rate increase under MIIA despite good claims experience. MIIA imposed higher rate increases on groups with good claims experience to offset the budget needs of other towns and districts requiring larger increases beyond MIIA's maximum rate increase threshold. Wrentham's consultants were unable to negotiate a lower increase with MIIA, prompting them to explore other options. Bob Jordan from Gallagher conducted an underwriting analysis using 24 months of experience and confirmed that Wrentham's inclusion in SMHG would not negatively impact the budget, given their favorable claims history.

Wrentham has 218 non-Medicare subscribers and offers a high-deductible and a \$300-deductible plan. If Wrentham is admitted into SMHG, they will not adopt SMHG's \$0 deductible plans, highlighting the strength of their risk profile. Marianna highlighted that the growth of the joint purchasing group would strengthen SMHG by



enhancing its negotiating power and improving risk distribution. She explained that as the group grows, it would lessen the impact of market fluctuations, particularly when dealing with high-cost claimants.

Mariana further noted that Wrentham's 140 Medicare subscribers would be provided the full rate for the Aetna plan being rerated effective July 1st. She mentioned that Wrentham's current Advantage plan total rate is similar to the Aetna PPO plan, and their Medex plan is priced close to SMHG's. With low enrollment in Wrentham's Advantage plan today, the town joining SMHG could increase the JPG's Medex enrollees to 250, hitting the next threshold to lower the administrative rate. Ms. Gil emphasized that Wrentham appeared to be a strong addition to the group, pointing out that there was existing synergy between Wrentham and other SMHG members, particularly in relation to being a part of the Tri-County Vocational School District, which also includes Seekonk. This overlap in geography and membership would be beneficial to SMHG.

Mr. Cadime asked if Gallagher recommended allowing Wrentham to join SMHG.

Marianna confirmed that Gallagher supported Wrentham's admission based on the underwriting analysis.

Jennifer Prendergast expressed concern about the length of time Wrentham intended to remain with SMHG.

Marianna clarified that the joint purchasing agreement required a minimum commitment of three years and that there would be financial consequences if a group attempted to leave before this period had passed.

Michael Yunits made a motion to approve the Town of Wrentham's application to join SMHG effective July 1st, 2025. Jim Hartnett seconded the motion. There was a roll call vote by Ms. Dominguez.

Motion

Dighton	Yes
Norton	Yes
Raynham	Yes
Seekonk	Yes
SCEC	Yes
Westport	Yes

The motion passed unanimously.

Ms. Gil concluded that no more applicants would be reviewed for July 1, 2025, and any entities that express interest after today's meeting will be considered for July 1, 2026.

Next Meeting Date

The next meeting will be held on Tuesday, April 29th, 2025, at 9:30 am.

Michael Yunits made a motion to adjourn the meeting. Jim Hartnett seconded the motion. The meeting was adjourned by unanimous consent at 9:39 am.

Motion

*Submitted by
Darlenys Dominguez
Gallagher Benefit Services*