



Southern Skyland Regional

HEALTH INSURANCE FUND

AGENDA & REPORTS

DECEMBER 16, 2021

10:30 AM

Join Zoom Meeting

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Meeting ID: 773 741 7209

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OPEN PUBLIC MEETINGS ACT - STATEMENT OF COMPLIANCE

Pursuant to Executive Order Number 103 dated March 9, 2020, Governor Murphy declared a Public Health Emergency and a State of Emergency in New Jersey. On March 20, 2020 P.L. 2020 Chapter 11 amended the Open Public Meetings Act to allow local public bodies to conduct Remote Public Meetings by use of electronic communications technology during a period declared as a Public Health Emergency or a State of Emergency.

Adequate Notice and Electronic Notice of this meeting was given by:

1. Sending advance written notice to The Courier News
2. Filing advance written notice of this meeting with the Clerk/Administrator of each member.
3. Sending advance electronic mail notice of this meeting to the Clerk/Administrator of each member.
4. Posting electronic notice of this meeting on the Fund's website which notice provided the time, date and instructions for: (i) access to the Remote Public Meeting, (ii) how to provide public comment and (iii) how to access the agenda.
5. Posting a copy of the meeting notice on the public bulletin board of all members.
6. During the business session portion of this Remote Public Meeting the audio of all members of the public attending the meeting will be muted. At the end of the business session of the meeting, a time for public comment will be available. Members of the public who desire to provide comment shall raise their virtual hand in the Zoom application and/or submit a written comment via the text message section of the application. The meeting moderator will queue the members of the public that wish to provide comment and the Chairperson will recognize them in order. Public comment shall be concise and to the point and shall not contain abusive, defamatory, or obscene language.

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND
AGENDA
OPEN PUBLIC MEETING:
DECEMBER 16, 2021
10:30 AM**

MEETING CALLED TO ORDER - OPEN PUBLIC MEETING NOTICE READ

ROLL CALL OF THE 2021 FUND COMMISSIONERS

William Hyncik, Chair
Brian Auger, Secretary
Geoffrey Soriano, Commissioner
Sara Sooy, Commissioner

APPROVAL OF MINUTES -November 23, 2021 Open Public Meeting (*Appendix I*)

REPORTS:

EXECUTIVE DIRECTOR/PROGRAM MANAGER (PERMA)

Monthly Report.....Page 3
Resolution 27-21: Approving Stop Loss Provider to HCC Page 12

TREASURER - (Yvonne Childress)

Confirmation of Claims Paid/Certification of Transfers (**Resolution 28-21**) Page 15

ATTORNEY - (Frank Whittlesey, Esq.)

OLD BUSINESS

NEW BUSINESS

PUBLIC COMMENT

SCHEDULE NEXT MEETING - January 11, 2022

MEETING ADJOURNMENT

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND
EXECUTIVE COMMITTEE MEETING
DECEMBER 16, 2021
10:30 AM**

FINANCIAL REPORTS - COMMISSION AND HEALTH INSURANCE FUND

1. **Skylands Fund Financial Fast Track** - as of October 31, 2021 (page 4)
2. **Ratios Report** - as of October 2021 (page 6)

STOP LOSS RFP

Attached to the agenda, please find a memorandum and marketing analysis for the Stop Loss RFP that was released earlier this month. If the Committee agrees, Resolution 27-21 approves the Program Manager's recommendation.

BANK FRAUD UPDATE

As an update to last meeting, the County has issued the police report with the Prosecutor's office. Once that is complete, the bank will reimburse the \$103,000 that was lost. Our accounting team has set up Positive Pay with Investors bank which will decrease the chances of this happening again.

SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND

FINANCIAL FAST TRACK REPORT

		AS OF	October 31, 2021		
		THIS	YTD	PRIOR	FUND
		MONTH	CHANGE	YEAR END	BALANCE
1.	UNDERWRITING INCOME	3,274,380	33,104,930	137,736,670	170,841,600
2.	CLAIM EXPENSES				
	Paid Claims	2,238,803	27,205,339	118,269,293	145,474,631
	IBNR	22,703	203,714	2,054,000	2,257,714
	Less Specific Excess	100,000	(199,103)	(3,058,849)	(3,257,952)
	Less Aggregate Excess	-	-	-	-
	TOTAL CLAIMS	2,361,506	27,209,950	117,264,443	144,474,393
3.	EXPENSES				
	MA & HMO Premiums	157,959	1,527,615	2,536,437	4,064,051
	Excess Premiums	126,408	1,088,234	7,923,456	9,011,690
	Administrative	392,693	3,760,097	8,594,173	12,354,271
	TOTAL EXPENSES	677,060	6,375,946	19,054,066	25,430,012
4.	UNDERWRITING PROFIT/(LOSS) (1-2-3)	235,813	(480,966)	1,418,161	937,195
5.	INVESTMENT INCOME	783	9,278	139,764	149,042
6.	DIVIDEND INCOME	0	0	0	0
7.	STATUTORY PROFIT/(LOSS) (4+5+6)	236,596	(471,688)	1,557,925	1,086,237
8.	DIVIDEND	0	0	0	0
9.	Transferred Surplus	0	0	0	0
STATUTORY SURPLUS (7-8+9)		236,596	(471,688)	1,557,925	1,086,237
SURPLUS (DEFICITS) BY FUND YEAR					
Closed	Surplus	(341)	(127,787)	343,017	215,230
	Cash	(341)	14,333	84,673	99,006
2020	Surplus	(128,902)	384,255	1,214,908	1,599,162
	Cash	(28,398)	(273,535)	1,701,279	1,427,744
2021	Surplus	365,839	(728,155)		(728,155)
	Cash	661,936	316,708		316,708
TOTAL SURPLUS (DEFICITS)		236,596	(471,688)	1,557,925	1,086,237
TOTAL CASH		633,197	57,506	1,785,953	1,843,458
CLAIM ANALYSIS BY FUND YEAR					
TOTAL CLOSED YEAR CLAIMS		367	127,750	86,495,088	86,622,839
FUND YEAR 2020					
	Paid Claims	23,166	2,077,410	29,303,343	31,380,753
	IBNR	0	(2,054,000)	2,054,000	-
	Less Specific Excess	100,000	(171,380)	(587,988)	(759,368)
	Less Aggregate Excess	0	0	0	0
TOTAL FY 2020 CLAIMS		123,166	(147,970)	30,769,355	30,621,385
FUND YEAR 2021					
	Paid Claims	2,215,270	25,069,980		25,069,980
	IBNR	22,703	2,257,714		2,257,714
	Less Specific Excess	0	(97,523)		(97,523)
	Less Aggregate Excess	0	0		0
TOTAL FY 2021 CLAIMS		2,237,974	27,230,170		27,230,170
COMBINED TOTAL CLAIMS		2,361,506	27,209,950	117,264,443	144,474,393

This report is based upon information which has not been audited nor certified by an actuary and as such may not truly represent the condition of the fund.

SOUTHERN SKYLAND REGIONAL HIF
CONSOLIDATED BALANCE SHEET
AS OF OCTOBER 31, 2021
BY FUND YEAR

	SSRHIF 2021	SSRHIF 2020	SSRHIF Closed Year	FUND BALANCE
ASSETS				
Cash & Cash Equivalents	316,708	1,427,744	99,006	1,843,458
Assesments Receivable (Prepaid)	230,431	-	(86,481)	143,950
Interest Receivable	-	-	-	-
Specific Excess Receivable	97,523	122,206	39,784	259,514
Aggregate Excess Receivable	-	-	-	-
Dividend Receivable	-	-	-	-
Prepaid Admin Fees	(667)	-	-	(667)
Other Assets	1,179,835	72,940	162,921	1,415,696
Total Assets	1,823,831	1,622,890	215,230	3,661,952
LIABILITIES				
Accounts Payable	-	16,228	-	16,228
IBNR Reserve	2,257,714	(0)	-	2,257,714
A4 Retiree Surcharge	11,984	-	-	11,984
Dividends Payable	-	-	-	-
Accrued/Other Liabilities	282,289	7,500	-	289,789
Total Liabilities	2,551,986	23,728	-	2,575,715
EQUITY				
Surplus / (Deficit)	(728,155)	1,599,162	215,230	1,086,237
Total Equity	(728,155)	1,599,162	215,230	1,086,237
Total Liabilities & Equity	1,823,831	1,622,890	215,230	3,661,952
BALANCE	0	-	-	0

This report is based upon information which has not been audited nor certified
by an actuary and as such may not truly represent the condition of the fund.
Fund Year allocation of claims have been estimated.

SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND											
RATIOS											
INDICES	2020	FY2021									
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT
Cash Position	1,701,279	\$ 2,491,027	\$ 2,625,310	\$ 2,713,279	\$ 2,317,468	\$ 2,636,828	\$ 1,560,533	\$ 1,451,721	\$ 1,209,015	\$ 1,210,261	\$ 1,843,458
IBNR	2,054,000	\$ 2,251,894	\$ 2,333,813	\$ 2,696,074	\$ 2,027,207	\$ 2,090,737	\$ 2,160,084	\$ 2,207,337	\$ 2,222,150	\$ 2,235,010	\$ 2,257,714
Assets	3,688,178	\$ 4,191,936	\$ 4,715,780	\$ 5,097,389	\$ 4,480,908	\$ 4,580,591	\$ 3,663,697	\$ 3,443,413	\$ 3,147,055	\$ 3,391,835	\$ 3,661,952
Liabilities	2,473,270	\$ 2,674,509	\$ 2,762,701	\$ 3,128,236	\$ 2,724,909	\$ 2,957,928	\$ 2,567,606	\$ 2,562,187	\$ 2,277,300	\$ 2,542,193	\$ 2,575,715
Surplus	1,214,908	\$ 1,517,428	\$ 1,953,079	\$ 1,969,153	\$ 1,755,998	\$ 1,622,663	\$ 1,096,091	\$ 881,226	\$ 869,755	\$ 849,641	\$ 1,086,237
Claims Paid -- Month	3,278,812	\$ 2,140,878	\$ 2,314,723	\$ 2,449,084	\$ 3,490,611	\$ 2,801,553	\$ 3,135,124	\$ 3,259,173	\$ 2,636,602	\$ 2,738,788	\$ 2,238,803
Claims Budget -- Month	2,399,583	\$ 2,716,090	\$ 2,719,312	\$ 2,712,299	\$ 2,699,706	\$ 2,688,210	\$ 2,685,830	\$ 2,689,912	\$ 2,689,855	\$ 2,683,531	\$ 2,674,367
Claims Paid -- YTD	29,303,343	\$ 2,140,878	\$ 4,455,602	\$ 6,904,686	\$ 10,395,296	\$ 13,196,849	\$ 16,331,973	\$ 19,591,145	\$ 22,227,748	\$ 24,966,536	\$ 27,205,339
Claims Budget -- YTD	28,794,991	\$ 2,716,090	\$ 5,435,402	\$ 8,147,700	\$ 10,847,406	\$ 13,535,616	\$ 16,221,446	\$ 18,911,358	\$ 21,601,213	\$ 24,284,743	\$ 26,959,110
RATIOS											
Cash Position to Claims Paid	0.52	1.16	1.13	1.11	0.66	0.94	0.50	0.45	0.46	0.44	0.82
Claims Paid to Claims Budget -- Month	1.37	0.79	0.85	0.9	1.29	1.04	1.17	1.21	0.98	1.02	0.84
Claims Paid to Claims Budget -- YTD	1.02	0.79	0.82	0.85	0.96	0.97	1.01	1.04	1.03	1.03	1.01
Cash Position to IBNR	0.83	1.11	1.12	1.01	1.14	1.26	0.72	0.66	0.54	0.54	0.82
Assets to Liabilities	1.49	1.57	1.71	1.63	1.64	1.55	1.43	1.34	1.38	1.33	1.42
Surplus as Months of Claims	0.51	0.56	0.72	0.73	0.65	0.6	0.41	0.33	0.32	0.32	0.41
IBNR to Claims Budget -- Month	0.86	0.83	0.86	0.99	0.75	0.78	0.8	0.82	0.83	0.83	0.84

SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND

2021 Budget Status Report

as of October 31, 2021

				YTD	\$ Variance	% Variance
Expected Losses	YTD Budgeted	Annual	Latest Filed	Expensed		
Medical Claims (Aetna)	20,255,124	24,260,989	24,908,375			
Medical Claims (Coresource)	0	0	0			
Subtotal Medical	20,255,124	24,260,989	24,908,375	21,036,101	(780,977)	-4%
Prescription Claims (Express Scripts)	8,353,228	10,020,311	10,145,771			
Prescription Rebates (Express Scripts)	(1,649,242)	(1,979,090)	(1,979,090)			
Prescription Claims (Coresource)	0	0	0			
Subtotal Prescription	6,703,986	8,041,221	8,166,681	6,194,069	509,917	8%
Subtotal Claims	26,959,110	32,302,210	33,075,056	27,230,170	(271,060)	-1%
Medicare Advantage- AETNA-MA	225,920	274,981	219,108			
Medicare Advantage - UHC-MA	352,479	425,941	400,815			
Subtotal Insured Programs	578,399	700,922	619,923	581,743	(3,344)	-1%
Horizon Dental	1,018,917	1,222,984	1,131,511	945,872	73,045	7%
Partnership Health Center - Integrity Management	428,753	513,150	524,040	485,059	(56,307)	-13%
Partnership Health Center - Expenses	100,000	120,000	120,000	162,281	(62,281)	-62%
Partnership Health Center - County 2018 Funding	1,720,470	2,064,564	2,064,566	2,066,980	(346,510)	-20%
Subtotal PHC	2,249,223	2,697,714	2,708,606	2,714,320	(465,097)	-21%
Reinsurance						
Specific	1,272,917	1,525,383	1,537,933	1,272,707	210	0%
Total Loss Fund	32,078,565	38,449,213	39,073,028	32,744,811	(666,246)	-2%
Expenses						
Legal	8,333	10,000	10,000	8,333	0	0%
Executive Director/Program Manager	333,756	400,086	401,544	407,902	22	0%
Enrollment Vendor	74,168	88,908	89,232	Included Above in Executive Director Fee		
TPA - Aetna	618,495	740,242	755,952	618,297	198	0%
Actuary	6,667	8,000	8,000	6,667	0	0%
Auditor	13,600	16,320	15,360	13,600	-	0%
Consulting	108,223	129,881	128,917	108,190	33	0%
Subtotal Expenses	1,163,242	1,393,437	1,409,005	1,162,988	253	0%
Miscellaneous and Contingency	3,604	4,325	4,325	25,678	(22,074)	-612%
Claims Auditor	0	0	0	-	-	#DIV/0!
GASB 75 Reporting	6,250	7,500	7,500	6,250	-	0%
A4 Surcharge	25,247	30,394	31,946	25,315	(68)	0%
ACA Taxes	9,167	11,000	11,000	9,168	(1)	0%
Subtotal Miscellaneous Expenses	44,267	53,219	54,771	66,411	(22,144)	-50%
Total Expenses	1,207,509	1,446,656	1,463,775	1,229,399	(21,890)	-2%
Total Budget	33,286,074	39,895,869	40,536,804	33,974,210	(688,136)	-2%

MEMORANDUM

TO: EXECUTIVE COMMITTEE, SOUTHERN SKYLANDS REGIONAL HEALTH INSURANCE FUND (SSRHIF)

FROM: SSRHIF PROGRAM MANAGER, PERMA

SUBJECT: 2022 STOP LOSS RFP REVIEW AND RECOMMENDATION

DATE: DECEMBER 14, 2021

ENCLOSED: COVERAGE AND FINANCIAL REVIEW DOCUMENT

Executive Summary:

On behalf of the SSRHIF, PERMA Risk Management Services issued a request for proposal (RFP) for Stop Loss coverage for the 2022 plan year. Large medical and prescription claims with census information through October 2021 was provided for bidder consideration.

I) Proposal Requirements:

- a. Proposals must include all services requested and proposed
- b. Complete and respond to all sections as outlined by the RFP

II) RFP Timeline

SSRHIF Stop Loss RFP Timeline	
Action Item	Date
RFP Released with Data through 9/30	10-Nov-21
Intent to bid and Initial Responses Due	19-Nov-21
Data Through October 31, 2021 Released for Eligible Bidders	24-Nov-21
Proposals Due	7-Dec-21
Finalist Notification	8-Dec-21
Finalist Q&A	9-Dec-21
Finalist BAFOs Due	14-Dec-21
SSRHIF Executive Committee Recommendation and Award	16-Dec-21

III) Responses:

SSRHIF Summary of Responses		
Stop Loss Carrier	Proposal/Decline	Comments
HCC/Tokio Marine	Renewal Received	Incumbent Carrier, Finalist
Sun Life	Proposal Received	Firm Quote, Finalist
Pareto	Proposal Received	Competitive quote, not firm with lots of contingencies
HM Insurance Group	Proposal Received	Not Competitive
Municipal Reinsurance HIF	Proposal Received	Highest premium proposal. Offers long term stability and potential dividend payout. Proposal did not meet the requirements of RFP
Symetra	Declined to Quote	
Optum Financial	Declined to Quote	
Voya	No Response	

IV) Finalist Selection:

- a. Finalist selection criteria:
 - i. Duplicate or improve current coverage and terms
 - ii. Financially appropriate for coverage and within adopted 2022 SSRHIF budget
 - iii. Firm proposal with data through October 2021

SSRHIF Summary of Finalist Best and Final			
Finalist	Duplicate/Improve Terms	Financial Review	Firm Proposal
HCC/Tokio Marine	Incumbent Removed \$400K Laser	(-12%) Reduction off Current. ~\$190K Reduction Within 2022 Adopted Budget	Confirmed
Sun Life	Confirmed Duplicate Current Removed \$400K Laser	(-4.6%) Reduction off Current. ~\$70K Reduction Within 2022 Adopted Budget	Confirmed

V) Recommendation:

- a. As Program Manager of the SSRHIF, PERMA Risk Management Services recommends the acceptance of the HCC/Tokio Marine renewal for Stop Loss coverage effective January 1, 2022 – December 31, 2022.
 - i. Rationale:
 1. Strongest Financial Position
 2. Incumbent
 - a. Long Term Positive Relationship and Familiarity with The Population
 - b. Duplication of terms with removal of laser
 - c. Firm renewal with no contingencies

Skylands Health Insurance Fund

Stop Loss RFP Analysis

\$325,000 ISL Deductible (Renewal)



Plan Characteristics	Current	2022 Proposals				
	HCC (PY2021)	HCC (Renewal)	Sun Life	Pareto	HM	MRHIF
1. Covered Benefits	Med/Rx	Med/Rx	Med/Rx	Med/Rx	Med/Rx	Med/Rx
2. Quote Status: Illustrative / Firm	--	Illustrative	Firm	Illustrative	Illustrative	Illustrative
3. Expiration Date	--	--	--	--	--	--
4. Lasers	1	0	0	0	TBD	TBD
5. Total Laser Amount	\$400,000	\$0	\$0	\$0	\$0	TBD
6. Contract Basis	12 / 36	12 / 36	12 / 24	12 / 24	12 / 24	TBD
7. Mirroring Endorsement	Yes	Yes	Yes	TBD	TBD	TBD
8. Advanced Funding	Yes	Yes	Yes	Yes	TBD	TBD
9. Retirees Included	Yes	No	Yes	Yes	Yes	TBD
10. Commissions	0.00%	0.00%	0.00%	0.00%	0.00%	TBD
11. Renewal Rate Cap	50%	50%	50%	50%	TBD	TBD
12. No New Laser at Renewal	Yes	Yes	Yes	Yes	No	TBD
Specific Stop Loss						
13. Specific Deductible	\$325,000	\$325,000	\$325,000	\$325,000	\$325,000	\$325,000
14. Lifetime Limit per Person	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
15. Single Rate	\$26.65	\$23.19	\$66.91	\$66.60	\$39.43	\$78.84
16. Family Rate	\$102.26	\$88.32	\$66.91	\$66.60	\$105.42	\$78.84
17. Composite Rate PEPM	\$70.11	\$61.64	\$66.91	\$66.60	\$78.39	\$78.84
Aggregate Stop Loss						
18. Corridor	Not Included	Not Included	Not Included	Not Included	Not Included	Not Included
Stop Loss Premium						
19. Enrollment	1,843	1,843	1,843	1,843	1,843	1,843
20. Interface Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
21. Composite PEPM Rate	\$70.11	\$61.64	\$66.91	\$66.60	\$78.39	\$78.84
22. Estimated Annual Premium	\$1,550,553	\$1,363,207	\$1,479,782	\$1,472,926	\$1,733,599	\$1,743,625
23. Maximum Exposure	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
24. \$ Premium Increase	--	(\$187,345)	(\$70,771)	(\$77,627)	\$183,047	\$193,073
25. % Premium Increase	--	-12.1%	-4.6%	-5.0%	11.8%	12.5%
26. Premium w/ Potential Lasers	\$1,625,553	\$1,363,207	\$1,479,782	\$1,472,926		
27. % Cost Increase	--	-16.1%	-9.0%	-9.4%		

RESOLUTION 27-21

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND
RESOLUTION AUTHORIZING RENEWAL AND PURCHASE OF
STOP LOSS COVERAGE**

WHEREAS, the Southern Skyland Regional health Insurance Fund (hereinafter “the Fund”) is duly constituted as a joint insurance fund and is subject to certain requirements of the Local Public Contracts Law; and;

WHEREAS, the Executive Committee of the Fund has deemed it necessary and appropriate to obtain certain extraordinary and unspecifiable services; and

WHEREAS, the Executive Committee resolves to award a contract for certain insurance coverages in accordance with N.J.S.A 40A:11-5(l)(m), and has received an analysis from the Program Manager for the Fund on the nature of such services and the due diligence efforts that were made to obtain quotes for the coverages described herein;

NOW, THEREFORE, BE IT RESOLVED that the following insurance contracts be awarded to HCC/Tokyo Marine for \$325,000 specific stop loss coverage for the period of January 1, 2022 through December 31, 2022 at a per employee per month fee of \$61.64 at an estimated annual premium of \$1,363,207;

BE IT FURTHER RESOLVED that policy or policies providing the specific terms of such coverage will be on file in the Fund’s office, located at 9 Campus Drive – Suite 216, Parsippany, NJ 07054; and

BE IT FURTHER RESOLVED that notice of this action shall be advertised in the Fund’s official newspapers in accordance with law and notice of this action along with completed contracts shall be filed with the New Jersey Department of Banking and Insurance, the New Jersey Department of Community Affairs, and the New Jersey Office of the Comptroller.

ADOPTED: December 16, 2021

BY:

CHAIRPERSON

ATTEST:

SECRETARY

SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND
SUMMARY OF CASH TRANSACTIONS - ALL FUND YEARS COMBINED

Current Fund Year: 2021										
Month Ending: October										
	Medical	PHC	Rx	Vision	Med.Adv	Reinsurance	Dental	Cont.	Admin	TOTAL
OPEN BALANCE	116,935.21	(55,655.65)	(997,584.35)	0.00	942,431.41	(119,782.09)	(296,877.81)	61,731.24	1,559,063.31	1,210,261.27
RECEIPTS										
Assessments	1,928,600.08	218,353.52	636,862.92	0.00	49,137.02	117,438.49	0.00	0.00	187,842.25	3,138,234.28
Refunds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Invest Pymnts	62.20	49.44	0.00	0.00	246.75	0.00	0.00	16.16	408.20	782.75
Invest Adj	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Subtotal Invest	62.20	49.44	0.00	0.00	246.75	0.00	0.00	16.16	408.20	782.75
Other *	47,930.16	0.00	490,553.58	0.00	0.00	0.00	24,999.24	0.00	0.00	563,482.98
TOTAL	1,976,592.44	218,402.96	1,127,416.50	0.00	49,383.77	117,438.49	24,999.24	16.16	188,250.45	3,702,500.01
EXPENSES										
Claims Transfers	1,699,175.75	0.00	704,551.45	0.00	0.00	0.00	0.00	0.00	0.00	2,403,727.20
Expenses	59,527.79	262,005.64	0.00	0.00	0.00	126,408.33	98,430.83	0.00	119,203.17	665,575.76
Other *	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	1,758,703.54	262,005.64	704,551.45	0.00	0.00	126,408.33	98,430.83	0.00	119,203.17	3,069,302.96
END BALANCE	334,824.11	(99,258.33)	(574,719.30)	0.00	991,815.18	(128,751.93)	(370,309.40)	61,747.40	1,628,110.59	1,843,458.32

CERTIFICATION AND RECONCILIATION OF CLAIMS PAYMENTS AND RECOVERIES
SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND

Month		October							
Current Fund Year		2021							
Policy Year	Coverage	1. Calc. Net Paid Thru Last Month	2. Monthly Net Paid October	3. Monthly Recoveries October	4. Calc. Net Paid Thru October	5. TPA Net Paid Thru October	6. Variance To Be Reconciled	7. Delinquent Unreconciled Variance From	8. Change This Month
2021	Medical	6,378,817.46	1,675,642.97	0.00	8,054,460.43	0.00	8,054,460.43	6,378,817.46	1,675,642.97
	Dental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Rx	2,390,663.24	704,551.45	0.00	3,095,214.69	0.00	3,095,214.69	2,390,663.24	704,551.45
	Vision	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total	8,769,480.70	2,380,194.42	0.00	11,149,675.12	0.00	11,149,675.12	8,769,480.70	2,380,194.42

SUMMARY OF CASH AND INVESTMENT INSTRUMENTS			
SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND			
ALL FUND YEARS COMBINED			
CURRENT MONTH	October		
CURRENT FUND YEAR	2021		
	Description:	Investors Bank	
	ID Number:		
	Maturity (Yrs)		
	Purchase Yield:		
	TOTAL for All Accts & instruments		
Opening Cash & Investment Balance	\$1,210,261.29	1,210,261.29	
Opening Interest Accrual Balance	\$0.00	-	
1	Interest Accrued and/or Interest Cost	\$0.00	\$0.00
2	Interest Accrued - discounted Instr.s	\$0.00	\$0.00
3	(Amortization and/or Interest Cost)	\$0.00	\$0.00
4	Accretion	\$0.00	\$0.00
5	Interest Paid - Cash Instr.s	\$782.74	\$782.74
6	Interest Paid - Term Instr.s	\$0.00	\$0.00
7	Realized Gain (Loss)	\$0.00	\$0.00
8	Net Investment Income	\$782.74	\$782.74
9	Deposits - Purchases	\$3,701,717.26	\$3,701,717.26
10	(Withdrawals - Sales)	-\$3,069,302.96	-\$3,069,302.96
	Ending Cash & Investment Balance	\$1,843,458.33	\$1,843,458.33
	Ending Interest Accrual Balance	\$0.00	\$0.00
	Plus Outstanding Checks	\$24,212.23	\$24,212.23
	(Less Deposits in Transit)	\$0.00	\$0.00
	Balance per Bank	\$1,867,670.56	\$1,867,670.56

RESOLUTION NO. 28-21

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND
APPROVAL OF THE OCTOBER TREASURERS REPORT**

WHEREAS, the **Southern Skyland Regional Health Insurance Fund** held a Public Meeting on **December 16, 2021** for the purposes of conducting the official business of the Fund; and

WHEREAS, The Treasurer for the Fund presented financial reports to satisfy outstanding costs incurred for operating the Fund during the month of October 2021 for consideration and approval of the Executive Committee and

WHEREAS, a quorum of the Commissioners was present thereby conforming with the Policies and Procedures of the Fund to conduct official business of the Fund,

NOW THEREFORE BE IT RESOLVED the of the Southern Skyland Regional Health Insurance Fund hereby approve the financial reports for October 2021 prepared by the Treasurer of the Fund and duly authorize and concur said bills to be paid expeditiously, in accordance with the laws and regulations promulgated by the State of New Jersey for Insurance Funds.

ADOPTED: December 16, 2021

BY: _____
CHAIRPERSON

ATTEST:

SECRETARY

APPENDIX I

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND
OPEN PUBLIC MEETING
NOVEMBER 23, 2021
10:30 AM**

Meeting called to order by Fund Chair. The Open Public Meeting Notice was read into record.

ROLL CALL OF 2021 EXECUTIVE COMMITTEE:

William Hyncik, Fund Chair, Somerset County VoTech	Present
Brian Auger Fund Secretary, Somerset County Library	Present
Geoffrey Soriano, Somerset County Parks Commission	Present
Sara Sooy, County of Somerset	Present

FUND PROFESSIONALS PRESENT:

Executive Director/Program Manager	PERMA Risk Management Services Emily Koval Brandon Lodics
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Fund Attorney	Scholl, Whittlesey & Gruenberg, LLC Frank Whittlesey
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Fund Treasurer	Yvonne Childress
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Aetna	Jason Silverstein
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Express Scripts	Michael Stahl
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Fund Actuary	Absent
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Integrity Health	Elizabeth Spector
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Fund Auditor	Absent
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ALSO PRESENT:

MOTION TO APPROVE THE OPEN MINUTES OF OCTOBER 5, 2021:

MOTION:	Commissioner Auger
SECOND:	Commissioner Soriano
VOTE:	Unanimous

FINANCIAL REPORTS - COMMISSION AND HEALTH INSURANCE FUND

- 1. Skylands Fund Financial Fast Track** - as of September 30, 2021 (page 5)
- 2. Ratios Report** - as of September 2021 (page 7)

Executive Director reviewed the financials through September 30. She said September continued to be above budget, but the good news is we have received preliminary results for October and claims came in well below

budget. If that trend continues through the end of the year, the Fund Year financials can hopefully be a break even. The Fund does continue to carry a small surplus.

2022 BUDGET ADOPTION

The 2022 budget is included for adoption. There are no changes to any particular line, just minor balancing due to the assessment allocations. Overall, the budget is increasing 7.98%.

Executive Director said the major action item is the budget adoption which is coming in about trend overall which after reviewing the financials, is appropriate. There was one change to the budget since introduction which was to include an adjustment to the County's rates, mirroring what was done last year. This rate reduction caused the medical and rx lines to be rebalanced, so those lines in the budget won't match the introduced, but very minor changes. Otherwise, all other lines have remained the same as introduced.

Executive Director said the Fund is still in the process of obtaining stop loss quotes. Preliminary results are showing that the 20% in the budget will be sufficient. At this point, we are asking to adopt the budget with this number and we will need to have a December meeting to approve the Stop Loss arrangement. In addition, Executive Director said the Fund is still finalizing the rates for the Horizon dental renewal which may also alter the budget slightly and will need a minor budget amendment.

Commissioner Auger requested that the rates be sent earlier next year so that HR and our employees have their rates earlier. Executive Director Koval said that this year was difficult because of the Stop Loss arrangement and the industry was very high that it was difficult to judge what to put in the budget this year. Commission Sooy said she requested the rates to be broken down.

Executive Director reviewed the assessments. In prior years, each group would receive its renewal based on the lines of coverage in the Fund. Historically, those with Medicare Advantage would receive a lesser increase. This year, we reviewed the option with the County to blend all 4 members to the average rate increase which we have illustrated on page 10. As for the rates, the medical is increasing about 12.5%, while the prescription is increasing 2%. Blending these rates helps members that have historically received higher increases than the other members, achieve a better renewal and share in the overall premium requirement more evenly. She said that rates will be sent tomorrow.

In response

MOTION TO OPEN THE MEETING TO THE PUBLIC

MOTION:	Commissioner Auger
SECOND:	Commissioner Soriano
VOTE:	Unanimous

Budget was opened to the public.

Ms. Mahr said she came into the meeting late but requested what the vote on the assessments and wanted to confirm that all the Commissioners were on, in particular the County Commissioner. Commissioner Sooy said she has reviewed and wanted the rates prior to approving. Executive Director said that draft rates were sent and final will be sent after the meeting. In response to Mrs. Mahr, Executive Director said last year was about 5%, this year is a 8.27% overall. She reviewed the financials to Mrs. Mahr which explains the overall increase.

Mr. Auger asked for other low cost plans that he can institute individual plans or plans to the Fund as a whole. Mr. Auger suggested a HDHP plan. Mr. Lodics said that the members may add a various different plans to reduce costs, as the County has done recently with the health center being the PCP. He said when entering the Fund, the group had to offer equal to or better, but in response to Mr. Soriano, there needs to an equal to or better base plan but offer toher low cost plans as an option. This creates consumerism since there is more stake in the cost from the employee.

Commissioner Sooy suggested tabling this adoption until all options are reviewed. Executive Director said the budget needs to be filed by the end of the year. Mr. Lodics said that members can make these changes at anytime to achieve savings. He said the Parks and Library are doing exactly this in mid year with the Medicare Advantage plan. Ms. Mahr said there would be a smaller meeting to discuss other options with the County.

MOTION TO CLOSE THE MEETING TO THE PUBLIC

MOTION:	Commissioner Auger
SECOND:	Commissioner Sooy
VOTE:	Unanimous

MOTION TO ADOPT RESOLUTION 22-21 AND APPROVE THE 2022 SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND IN THE AMOUNT OF \$43,113,343

MOTION:	Commissioner Auger
SECOND:	Commissioner Soriano
VOTE:	Unanimous

MEDICARE ADVANTAGE

At the last meeting, we were asked to get quotes for the Library and Parks commission for Medicare Advantage through United Healthcare, like the County has. We submitted quotes and just recently received confirmation that the Park Commission will be moving forward on March 1. The Library will advise soon. We have a resolution in consent to add these two entities to the contract. Both groups should see significant savings, but is not reflected in this budget. We will amend the budget when new rates are instituted.

PRESCRIPTION RESOLUTIONS

Executive Director said at the last meeting, Brandon reviewed the two prescription changes which savings has been included in the budget. The one is Saveon, which is a specialty medication coupon program and the other is the new prescription contract through Level Care. Since then, the contracts and agreements have been received and reviewed by our Attorney and should be ready for signature soon. There are two resolutions in consent.

STOP LOSS RFP

The Stop Loss RFP is still out with a due date of November 19. +20% is included in the budget which coincides with the industry market. The Fund will need to have a special meeting to review and approve the Stop Loss contract.

ASSESSMENTS

The assessments are included on page 10. This year, we are recommending an alternate allocation of the required premium. In prior years, each member would be rated based on the line of coverage in the Fund. Therefore, not all members may be able to share the benefits of a line with a lower renewal, such as Medicare Advantage. This year, the assessment recommendation is to blend the overall premium evenly across all 4 members. The average rating increase is 8.26%

DIRECT BILL UPDATES

Direct bill letters have been sent just notifying our members that there may be a delay and provided instructions on what to do if their coupon arrives after the first of January.

Lastly, we had an incident that we discovered just yesterday. I'll say first that the Fund is not losing any money and the bank insurance will be reimbursing us. We discovered that there were 3 checks, made out to UHC, CSB and Aetna were taken from the mail and the payee name was altered and cashed. The total stolen was \$103k. I want to thank Yvonne for all her help yesterday investigating and getting a police report. We are setting up every possible safeguard that Investor's bank allows to hopefully avoid this in the future. Apparently, there is a ring in NJ and this is unfortunately very prevalent. But, the money is being reimbursed this week and we will be manually approving all expenses from the Fund account until the safeguards are fully in place. I'll advise the auditors once this is done.

PROGRAM MANAGERS REPORT

ELIGIBILITY/ENROLLMENT

Please direct any eligibility, enrollment, or system related questions to our dedicated Southern Skyland Regional HIF team. To contact the team, email somersetctyinscom@permainc.com or fax to 856-552-2175.

OPERATIONAL UPDATES

Garden State Health Plan Enrollment

Mr. Lodics said that as a follow up to the implementation of last year's "NJ Educators Health Plan" as part of the Chapter 44 legislation, School Districts are now required to offer the "Garden State Health Plan" (GSP) as an additional offering. GSP will utilize a New Jersey only version of Aetna's *Whole Health* Network. The GSP does not cover providers outside of New Jersey. Plan rates are final for the 2022 plan year.

We are proceeding with making the GSP available January 1, 2022. We will work with Vocational School and their Risk Manager on the open enrollment.

January 1, 2022 Open Enrollment

Mr. Lodics said that as we work towards the close of Open Enrollment, we wanted to remind everyone that in order for ID Cards to be received for any changes before January 1, 2022 enrollments should be processed in the system, no later than December 6th. Any changes processed after the 6th may just result in ID Cards being received after the effective date. He said he apologizes for the delay in the rates. There may be late IDs, but coverage will be in place.

As a reminder Aetna offers virtual ID cards available through their mobile App or temporary ID cards that can be printed by registering for Aetna Navigator.

“Back to Work” COVID-19 Tests

Ms. Lodics said that there has been a lot of back and forth with this legislation, but Insurers are not required to cover COVID-19 tests that employers may mandate as they bring employees back to work. The Families First Coronavirus Response Act (FFCRA) requires insurers to cover COVID-19 tests without patient cost sharing, however guidance clarified that the law only applies to tests that are deemed "*medically appropriate*" by a healthcare provider. This guidance suggests that if an employer mandates COVID-19 testing as a condition for returning to work, it is not required to be covered by insurance. The Health Insurance Fund will continue to cover COVID-19 testing when deemed medically necessary by a healthcare professional in accordance with CDC guidelines but *will not* be covering employer-mandated testing.

COVERAGE & CARRIER UPDATES

Express Scripts:

2022 SaveOn Implementation- February 1, 2022

To ensure the roll out of SaveOn sp is successful and members receive proper communications, we are postponing the implementation of the prescription savings program to February 1. Below are communications in development with Express Scripts.

- 1) SaveOn Sp Welcome Letter – targeted for eligible participants, which explains the program and how they can access a \$0 copay for their specialty medication. *Target mail date = 30 days prior to implementation.*
- 2) SaveOn Sp OE Flyer- helpful information to assist members who may have question.

As additional communication materials and the 2022 drug list is finalized we will share with your Risk Managers. We will continue to keep you updated on the implementation status.

Mr. Lodics said that the Saveon program was delayed to hopefully get the communications out earlier for a smoother implementation.

Annual Notices Of Creditable Coverage (NOCC)

Annually CMS guidelines require that Notices of Creditable Coverage are received by individuals that may be eligible to enroll in Medicare Part D prescription but have other coverage in place. The letters provide evidence that the covered individual has coverage in place that is comparable to Medicare Part D, so should they choose to enroll in Medicare Part D there is no penalty imposed.

As a service to the Fund, Express Scripts (ESI) handles the notification process for our enrollment. The Fund's process is to send these notices to enrollees over the age of 65, and ESI was instructed as such. Erroneously, the incorrect criteria was selected and notices went to all prescription enrollees over the age of 14, which caused some confusion.

An apology letter from ESI was issued to the Fund and is included in your packet. They have assured us that they have put additional checks in place to protect from this happening in future years. Mr. Lodics said that it was an unfortunate error but hopefully won't see this in the future.

MOTION TO APPROVE CONSENT AGENDA INCLUDING RESOLUTION 23-21: EXPRESS SCRIPTS LEVEL CARE CONTRACT, RESOLUTION 24-21: SAVEON PRESCRIPTION PROGRAM AND RESOLUTION 25-21: UHC ESU

MOTION: Commissioner Auger
SECOND: Commissioner Soriano
VOTE: **Unanimous**

TREASURER – Fund Treasurer said the bills list and treasurer’s report is included in the Agenda. Chair Hyncik thanked Ms. Childress for her assistance in the fraud issue.

SSRHIF OCTOBER 2021 – Resolution 26-21

FY2021	\$770,960.06
Total	\$770,960.06

MOTION TO APPROVE RESOLUTION 26-21 APPROVING THE NOVEMBER BILLS LIST.

MOTION: Commissioner Auger
SECOND: Commissioner Soriano
VOTE: **Unanimous**

ATTORNEY – Fund Attorney Frank Whittlesey said there are currently no open litigation matters.

INTEGRITY HEALTH – Doctor Spector reviewed the Partnership Health Center report. She said the majority of visits are in person and close to what we had prior to the pandemic. They are doing virtual visits as well. There were 4 off site flu events that were well attended.

AETNA – Mr. Silverstein reviewed the claims for the month of September 2021. He said that there are two Performance Guarantee metrics that are below standard and Aetna is addressing this.

EXPRESS SCRIPTS – Mr. Colalillo review the Express Scripts report which is showing an increase in inflammatory conditions and arthritis which have expensive specialty medications. He said ESI is monitoring the COVID vaccines.

OLD BUSINESS - None

NEW BUSINESS - None

PUBLIC COMMENT - None.

MOTION TO ADJOURN:

MOVED: Commissioner Auger
SECOND: Commissioner Sooy
VOTE: **Unanimous**

MEETING ADJOURNED: 11:18

NEXT MEETING: TBD

Minutes prepared by:
Emily Koval, Executive Director