

# SouthernSkylands<sup>FUND</sup>

**AGENDA  
NOVEMBER 12, 2024  
9:30 AM**

**SOMERSET COUNTY  
20 GROVE ST - 2ND FLOOR  
ENGINEERING ROOM  
SOMERVILLE, NJ 08876**

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## **OPEN PUBLIC MEETINGS ACT - STATEMENT OF COMPLIANCE**

**In accordance with the Open Public Meetings Act, notice of this meeting was given by:**

- I. Advertising the notice in the Courier News;**
  - II. Filing advance written notice of this meeting with the Commissioners of the Southern Skyland Regional Health Insurance Fund; and**
  - III. Posting notice on the Public Bulletin Board of the Office of the County Clerk**
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**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND**  
**AGENDA**  
**OPEN PUBLIC MEETING:**  
**NOVEMBER 12, 2024**  
**9:30 AM**

**MEETING CALLED TO ORDER - OPEN PUBLIC MEETING NOTICE READ**

**ROLL CALL OF THE 2024 EXECUTIVE COMMITTEE**

Colleen Mahr, Chair  
Brian Auger, Secretary  
Adam Beder, Executive Committee Member  
Dan Hayes, Executive Committee Member  
Anthony Ferrera, Executive Committee Member

**APPROVAL OF MINUTES – October 8, 2024 Open Public Meeting (*Appendix I*)**

**REPORTS:**

**EXECUTIVE DIRECTOR (PERMA)**

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Resolution 27-24: Stop Loss Renewal.....	Page 11
Resolution 28-24: 2025 Budget Adoption.....	Page 12
Resolution 29-24: Professional Contracts .....	Page 13
Resolution 30-24: Medical Advantage Contract.....	TBD

**PROGRAM MANAGERS REPORT**

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**TREASURER – (Yvonne Childress)**

November 2024 Voucher List.....	Page 19
Resolution 31-24: Bills List.....	Page 24
Confirmation of Claims Paid/Certification of Transfers	
Ratification of Treasurers Report	

**ATTORNEY – (Joel Shain)**

**PARTNERSHIP HEALTH CENTER – (Integrity Health)**

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**NETWORK & THIRD PARTY ADMINISTRATOR – (Aetna)**

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**PRESCRIPTION ADMINISTRATOR – (Express Scripts)**

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**OLD BUSINESS**  
**NEW BUSINESS**  
**PUBLIC COMMENT**

**SCHEDULED NEXT MEETING –January 14, 2025**

**MEETING ADJOURNMENT**

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**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND  
EXECUTIVE COMMITTEE MEETING  
NOVEMBER 12, 2024  
9:30 AM**

**FINANCIAL REPORTS**

1. **Skylands Fund Financial Fast Track** – as of September 30, 2024 (page 6)
2. **Ratios Report** – as of September 30, 2024 (page 8)

**2025 STOP LOSS RENEWAL**

HCC, the current Stop Loss provider has recently submitted its renewal for 2025. While the Fund’s introduced budget included a 12% increase, the renewal came in at 9.9%.

Below is the Fund’s three-year high claimant performance with HCC.

Number of Claims by Policy Year		
January 1, 2022	January 1, 2023	January 1, 2024
\$325,000 Specific Level	\$325,000 Specific Level	\$325,000 Specific Level
0 Claimants	2 Claimants	3 Claimants
Reimbursed Claims & Premium by Policy Year*		
\$0 Claims	\$238,920 Claims	\$247,542 Claims
\$1,315,554 Premium	\$1,444,120 Premium	\$1,485,415 Premium
0.0% Loss Ratio	16.5% Loss Ratio	16.7% Loss Ratio

Our underwriting team believes the renewal is in line with the industry and recommends acceptance. The savings is about \$38,000, which can be moved to additional surplus.

Resolution 27-24 accepts the Stop Loss renewal at \$78.21 per employee per month with a specific excess retention level at \$325,000.

## BUDGET ADOPTION

At the prior meeting, the Executive Committee introduced the 2025 Southern Skylands Budget.

Since then, the Medical TPA administrative costs were approved at no increase and the stop loss renewal came in lower than originally presented. The small savings was moved to surplus generation.

Also, with the Fund's decision to hold off on new membership, the Health Center facility cost line was updated to be cost neutral for 2025.

Member assessments were released in early October and will be considered final.

**Motion:** *Motion to open the Public Hearing on the 2025 Budget*

### Discussion of Budget and Assessments

**Motion:** *Motion to close the Public Hearing*

**Motion:** *Motion to adopt resolution 28-24 and approve the 2025 Southern Skyland Regional Health Insurance Fund in the amount of \$59,756,513*

## FUND RFPs

Below is the status of the 2025 RFPs. We are requesting action for the professional contracts via Resolution 29-24.

Position	Release Date	Due Date	Responses	Result
Medical TPA	8/30/2024	9/27/2024	Aetna & AmeriHealth	Aetna awarded contract
Actuary	10/4/2024	10/23/2024	Actuarial Solutions	Only submission; recommend award contingent upon document submission
Auditor	10/4/2024	10/23/2024	Mercadien	Only submission, recommend award
Attorney	10/4/2024	10/23/2024	Shain Shaffer	Only submission, recommend award
Aetna MA	10/1/2024	10/22/2024	Aetna MA	In Committee review
UHC MA	10/1/2024	10/22/2024	Aetna MA & United MA	In Committee review

The Medicare Advantage responses were received from Aetna and United HealthCare with rates effective January 1, 2025, for the current population.

Aetna is offering the existing rates and plan designs to the United population. This would be available for an effective date of April 1, 2025, as any sooner would not be compliant with Medicare requirements.

Should a current United MA member request to transfer to Aetna later in the year, the Executive Committee may take action at the next meeting to transition.

Otherwise, the contracts shall remain with the current population with the rates provided in the responses.

## **2025 RENEWAL SUMMARY MEMBER COMMUNICATION**

At the last meeting, there was a request for a letter to be developed for the Southern Skylands HIF members summarizing the 2025 renewal performance. The letter is in Appendix II to be distributed at your discretion.

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND**

**FINANCIAL FAST TRACK REPORT**

		<b>AS OF</b>			<b>September 30, 2024</b>	
		<b>THIS</b>	<b>YTD</b>	<b>PRIOR</b>	<b>FUND</b>	
		<b>MONTH</b>	<b>CHANGE</b>	<b>YEAR END</b>	<b>BALANCE</b>	
1.	<b>UNDERWRITING INCOME</b>	<b>4,637,854</b>	<b>41,457,435</b>	<b>262,252,633</b>	<b>303,710,067</b>	
2.	<b>CLAIM EXPENSES</b>					
	Paid Claims	3,524,444	33,719,303	214,781,777	248,501,080	
	IBNR	17,458	660,235	3,103,390	3,763,625	
	Less Specific Excess	(29,651)	(310,756)	(3,839,101)	(4,149,858)	
	Less Aggregate Excess	-	-	-	-	
	<b>TOTAL CLAIMS</b>	<b>3,512,251</b>	<b>34,068,782</b>	<b>214,046,065</b>	<b>248,114,847</b>	
3.	<b>EXPENSES</b>					
	MA & HMO Premiums	231,618	1,957,753	8,118,576	10,076,329	
	Excess Premiums	86,021	1,329,903	12,134,440	13,464,343	
	Administrative	495,260	4,350,001	22,866,871	27,216,872	
	<b>TOTAL EXPENSES</b>	<b>812,899</b>	<b>7,637,657</b>	<b>43,119,886</b>	<b>50,757,543</b>	
4.	<b>UNDERWRITING PROFIT/(LOSS) (1-2-3)</b>	312,703	(249,004)	5,086,681	4,837,677	
5.	<b>INVESTMENT INCOME</b>	11,423	172,059	358,463	530,521	
6.	<b>DIVIDEND INCOME</b>	-	-	-	-	
7.	<b>STATUTORY PROFIT/(LOSS) (4+5+6)</b>	<b>324,127</b>	<b>(76,945)</b>	<b>5,445,144</b>	<b>5,368,198</b>	
8.	<b>DIVIDEND</b>	-	-	-	-	
9.	<b>Transferred Surplus IN</b>	-	-	-	-	
10.	<b>Transferred Surplus OUT</b>	-	-	-	-	
	<b>STATUTORY SURPLUS (7-8+9)</b>	<b>324,127</b>	<b>(76,945)</b>	<b>5,445,144</b>	<b>5,368,198</b>	
<b>SURPLUS (DEFICITS) BY FUND YEAR</b>						
	<b>Closed</b>					
	<b>Surplus</b>	6,116	(91,566)	4,595,485	4,503,919	
	<b>Cash</b>	6,116	(60,709)	4,527,710	4,467,001	
	<b>2023</b>					
	<b>Surplus</b>	(5,632)	(254,989)	849,659	594,669	
	<b>Cash</b>	(33,563)	(2,028,626)	2,770,761	742,135	
	<b>2024</b>					
	<b>Surplus</b>	323,643	269,611		269,611	
	<b>Cash</b>	(207,377)	(393,314)		(393,314)	
	<b>TOTAL SURPLUS (DEFICITS)</b>	<b>324,127</b>	<b>(76,945)</b>	<b>5,445,144</b>	<b>5,368,199</b>	
	<b>TOTAL CASH</b>	<b>(234,825)</b>	<b>(2,482,649)</b>	<b>7,298,472</b>	<b>4,815,823</b>	
<b>CLAIM ANALYSIS BY FUND YEAR</b>						
	<b>TOTAL CLOSED YEAR CLAIMS</b>	<b>131</b>	<b>47,973</b>	<b>179,897,251</b>	<b>179,945,224</b>	
	<b>FUND YEAR 2023</b>					
	Paid Claims	30,326	3,607,646	31,045,424	34,653,069	
	IBNR	(27,931)	(3,047,529)	3,103,390	55,861	
	Less Specific Excess	5,563	(233,358)	-	(233,358)	
	Less Aggregate Excess	-	-	-	-	
	<b>TOTAL FY 2023 CLAIMS</b>	<b>7,957</b>	<b>326,759</b>	<b>34,148,814</b>	<b>34,475,572</b>	
	<b>FUND YEAR 2024</b>					
	Paid Claims	3,493,987	30,058,396		30,058,396	
	IBNR	45,389	3,707,764		3,707,764	
	Less Specific Excess	(35,213)	(72,111)		(72,111)	
	Less Aggregate Excess	-	-		-	
	<b>TOTAL FY 2024 CLAIMS</b>	<b>3,504,163</b>	<b>33,694,050</b>		<b>33,694,050</b>	
	<b>COMBINED TOTAL CLAIMS</b>	<b>3,512,251</b>	<b>34,068,782</b>	<b>214,046,065</b>	<b>248,114,846</b>	

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 SEPTEMBER 30, 2024

BY FUND YEAR

	SSRHIF 2024	SSRHIF 2023	SSRHIF Closed Year	FUND BALANCE
<b>ASSETS</b>				
Cash & Cash Equivalents	(393,314)	742,135	4,467,001	4,815,823
Assesmtnts Receivable (Prepaid)	3,468,205	-	-	3,468,205
Interest Receivable	-	-	-	-
Specific Excess Receivable	61,896	-	-	61,896
Aggregate Excess Receivable	-	-	-	-
Dividend Receivable	-	-	-	-
Prepaid Admin Fees	-	-	-	-
Other Assets	1,565,207	(43,637)	36,917	1,558,487
<b>Total Assets</b>	<b>4,701,995</b>	<b>698,498</b>	<b>4,503,919</b>	<b>9,904,412</b>
<b>LIABILITIES</b>				
Accounts Payable	-	-	-	-
IBNR Reserve	3,707,764	55,861	-	3,763,625
A4 Retiree Surcharge	9,543	-	-	9,543
Dividends Payable	-	-	-	-
Accrued/Other Liabilities	715,077	47,968	-	763,045
<b>Total Liabilities</b>	<b>4,432,384</b>	<b>103,829</b>	<b>-</b>	<b>4,536,213</b>
<b>EQUITY</b>				
Surplus / (Deficit)	269,611	594,669	4,503,919	5,368,199
<b>Total Equity</b>	<b>269,611</b>	<b>594,669</b>	<b>4,503,919</b>	<b>5,368,199</b>
<b>Total Liabilities &amp; Equity</b>	<b>4,701,995</b>	<b>698,498</b>	<b>4,503,919</b>	<b>9,904,412</b>
<b>BALANCE</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

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	2023	FY2024									
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	
Cash Position	7,298,472	\$ 4,767,153	\$ 4,979,609	\$ 5,527,786	\$ 5,084,246	\$ 5,002,291	\$ 4,782,124	\$ 4,974,218	\$ 5,050,647	\$ 4,815,823	
IBNR	3,103,390	\$ 3,248,924	\$ 3,478,206	\$ 3,594,507	\$ 3,715,009	\$ 3,728,982	\$ 3,749,145	\$ 3,742,190	\$ 3,746,167	\$ 3,763,625	
Assets	8,835,598	\$ 10,088,683	\$ 9,526,540	\$ 10,412,913	\$ 9,917,133	\$ 10,409,395	\$ 10,565,265	\$ 10,503,021	\$ 10,024,031	\$ 9,904,412	
Liabilities	3,390,454	\$ 3,917,867	\$ 3,653,220	\$ 3,780,192	\$ 4,137,709	\$ 4,938,871	\$ 5,360,399	\$ 5,387,878	\$ 4,979,959	\$ 4,536,213	
Surplus	5,445,144	\$ 6,170,815	\$ 5,873,320	\$ 6,632,721	\$ 5,779,424	\$ 5,470,523	\$ 5,204,866	\$ 5,115,143	\$ 5,044,072	\$ 5,368,199	
Claims Paid -- Month	2,444,346	\$ 2,871,259	\$ 3,896,394	\$ 3,234,147	\$ 4,438,381	\$ 4,080,292	\$ 3,906,902	\$ 3,909,570	\$ 3,857,913	\$ 3,524,444	
Claims Budget -- Month	2,957,373	\$ 3,786,339	\$ 3,775,514	\$ 3,679,158	\$ 3,759,185	\$ 3,733,152	\$ 3,732,579	\$ 3,741,998	\$ 3,757,651	\$ 3,743,965	
Claims Paid -- YTD	33,876,852	\$ 2,871,259	\$ 6,767,653	\$ 10,001,800	\$ 14,440,181	\$ 18,520,474	\$ 22,427,376	\$ 26,336,946	\$ 30,194,859	\$ 33,719,303	
Claims Budget -- YTD	34,654,637	\$ 3,786,339	\$ 7,561,853	\$ 11,241,011	\$ 15,000,196	\$ 18,733,349	\$ 22,465,928	\$ 26,207,926	\$ 29,965,577	\$ 33,709,542	
<b>RATIOS</b>											
Cash Position to Claims Paid	2.99	1.66	1.28	1.71	1.15	1.23	1.22	1.27	1.31	1.37	
Claims Paid to Claims Budget -- Month	0.83	0.76	1.03	0.88	1.18	1.09	1.05	1.04	1.03	0.94	
Claims Paid to Claims Budget -- YTD	0.98	0.76	0.89	0.9	1.0	1.0	1.0	1.00	1.01	1	
Cash Position to IBNR	2.35	1.47	1.43	1.54	1.37	1.34	1.28	1.33	1.35	1.28	
Assets to Liabilities	2.61	2.58	2.61	2.75	2.4	2.11	1.97	1.95	2.01	2.18	
Surplus as Months of Claims	1.84	1.63	1.56	1.8	1.54	1.47	1.39	1.37	1.34	1.43	
IBNR to Claims Budget -- Month	1.05	0.86	0.92	0.98	0.99	1	1	1.00	1.00	1.01	



**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND**

**2024 Budget Status Report**

as of September 30, 2024

				YTD	\$ Variance	% Variance
Expected Losses	YTD Budgeted	Annual	Latest Filed	Expensed		
Medical Claims (Aetna)	26,406,730	35,240,818	26,160,618	26,108,411	298,319	1%
Prescription Claims (Express Scripts)	9,628,402	12,841,467	10,511,270			
Prescription Rebates (Express Scripts)	(2,325,590)	(3,100,787)	(3,100,787)			
Subtotal Prescription	7,302,812	9,740,680	7,410,483	7,585,638	(282,826)	-4%
Subtotal Claims	33,709,542	44,981,498	33,571,101	33,694,050	15,492	0%
Medicare Advantage- AETNA-MA	310,399	438,350	0			
Medicare Advantage - UHC-MA	572,579	769,921	648,715			
Subtotal Insured Programs	882,978	1,208,271	648,715	883,572	(594)	0%
Horizon Dental	910,550	1,216,294	1,206,406	1,074,180	(163,631)	-18%
Partnership Health Center - Integrity Management	549,223	733,030	607,740	455,240	93,982	17%
Partnership Health Center - Rent	147,000	196,000	196,000	177,723	(30,723)	-21%
Partnership Health Center - Facility Expenses	2,157,246	2,876,328	2,312,314	2,081,008	76,238	4%
Subtotal PHC	2,853,469	3,805,358	3,116,054	2,713,971	139,497	5%
Reinsurance						
Specific	1,400,533	1,870,697	1,518,982	1,329,903	70,630	5%
Total Loss Fund	39,757,072	53,082,120	40,061,258	39,695,678	61,394	0%
Contingency	91,293	121,724	444,012	-	91,293	100%
Expenses						
Legal	7,500	10,000	10,000	7,500	(0)	0%
Executive Director/Program Manager	415,076	555,981	428,743	504,262	(543)	0%
Enrollment Vendor	88,644	118,736	93,408	Included Above in Executive Director Fee		
TPA - Aetna	623,374	832,160	662,085	623,523	(149)	0%
Actuary	10,875	14,500	8,364	10,875	(0)	0%
Auditor	11,520	15,360	15,667	11,520	-	0%
Consulting	214,833	289,875	127,723	214,832	1	0%
Marketing	56,250	75,000	75,000	56,250	-	0%
Subtotal Expenses	1,428,071	1,911,613	1,420,990	1,428,762	(692)	0%
Miscellaneous and Contingency	7,805	10,407	10,407	24,383	(16,578)	-212%
Claims Auditor	30,000	40,000	40,000	30,000	(0)	0%
GASB 75 Reporting	2,250	3,000	3,000	2,250	-	0%
A4 Surcharge	23,505	31,584	31,634	23,505	(0)	0%
ACA Taxes	8,250	11,000	11,000	8,250	-	0%
Subtotal Miscellaneous Expenses	71,810	95,991	96,041	88,388	(16,578)	-23%
Total Expenses	1,499,881	2,007,604	1,517,031	1,517,150	(17,270)	-1%
Total Budget	41,348,246	55,211,448	42,022,301	41,212,828	135,418	0%

Southern Skyland Regional Health Insurance Fund				Print date	07-Nov-24
2025 Certified Budget					
Census:	Monthly	Annual			
Medical Aetna	1,860	22,320			
Rx ESI	2,168	26,016			
Medicare Advantage - Medical	642	7,704			
RxNo Medical (Incl in Rx above)	341	4092			
Medicare Advantage - Only (Incl above)	304	3648			
LINE ITEMS	2024 Annualized Budget	2025 Proposed Budget	\$ Change	% Change	
1 Medical Claims (Aetna)	\$ 35,197,739	\$ 37,521,520	\$ 2,323,781	6.60%	
2					
3 <b>Subtotal Medical Claims</b>	<b>\$ 35,197,739</b>	<b>\$ 37,521,520</b>	<b>\$ 2,323,781</b>	<b>6.60%</b>	
4 Prescription Claims (Express Scripts)	\$ 12,874,017	\$ 15,677,379	\$ 2,803,362	21.78%	
5 Prescription Rebates (Express Scripts)	\$ (3,100,787)	\$ (4,546,440)	\$ (1,445,653)	46.62%	
6					
7 <b>Prescription Claims Subtotal</b>	<b>\$ 9,773,230</b>	<b>\$ 11,130,939</b>	<b>\$ 1,357,709</b>	<b>13.89%</b>	
8 <b>Subtotal Claims</b>	<b>\$ 44,970,969</b>	<b>\$ 48,652,459</b>	<b>\$ 3,681,490</b>	<b>8.19%</b>	
9					
10 Medicare Advantage- AETNA-MA	\$ 511,803	\$ 639,744	\$ 127,941	25.00%	
11 Medicare Advantage - UHC-MA	\$ 791,335	\$ 1,192,612	\$ 401,277	50.71%	
12 <b>Subtotal Medicare Advantage</b>	<b>\$ 1,303,138</b>	<b>\$ 1,832,356</b>	<b>\$ 529,218</b>	<b>40.61%</b>	
13					
14 Horizon Dental	\$ 1,223,465	\$ 1,226,220	\$ 2,755	0.23%	
15					
16 Partnership Health Center - Integrity Management	\$ 733,800	\$ 733,800	\$ -	0.00%	
17 Partnership Health Center - Lease	\$ 196,000	\$ 196,000	\$ -	0.00%	
18 Partnership Health Center - Expenses	\$ 2,876,325	\$ 2,876,325	\$ -	0.00%	
19 <b>Subtotal PHC</b>	<b>\$ 3,806,125</b>	<b>\$ 3,806,125</b>	<b>-</b>	<b>0.00%</b>	
20					
21 <b>Reinsurance</b>					
22 Specific	\$ 1,878,950	\$ 2,065,683	186,733	9.94%	
23					
24 <b>Total Loss Fund</b>	<b>\$ 53,182,647</b>	<b>\$ 57,582,843</b>	<b>\$ 4,400,196</b>	<b>8.27%</b>	
25					
26 Contingency	\$ 121,724	\$ 121,263	(461)	-0.38%	
27					
28 <b>Expenses</b>					
29 Legal	\$ 10,000	\$ 10,000	0	0.00%	
30 Executive Director/Program Manager	\$ 563,024	\$ 574,284	11,260	2.00%	
31 Enrollment Vendor	\$ 120,240	\$ 120,240	0	0.00%	
32 TPA - Aetna	\$ 833,206	\$ 833,206	0	0.00%	
33 Actuary	\$ 14,500	\$ 14,790	290	2.00%	
34 Auditor	\$ 15,360	\$ 20,766	5,406	35.20%	
35 Consulting	\$ 301,163	\$ 305,475	4,312	1.43%	
36 Marketing	\$ 75,000	\$ 75,000	0	0.00%	
37					
38 <b>Subtotal Expenses</b>	<b>\$ 1,932,493</b>	<b>\$ 1,953,761</b>	<b>\$ 21,269</b>	<b>1.10%</b>	
39					
40 <b>Miscellaneous</b>					
41 Miscellaneous and Contingency	\$ 10,407	\$ 10,407	0	0.00%	
42 Claims Auditor	\$ 40,000	\$ 40,000	0	0.00%	
43 GASB 75 Reporting	\$ 3,000	\$ 3,000	0	0.00%	
44 A4 Surcharge	\$ 32,125	\$ 34,240	\$ 2,114	6.58%	
45 ACA Taxes	\$ 11,000	\$ 11,000	\$ -	0.00%	
46 <b>Subtotal Miscellaneous</b>	<b>\$ 96,532</b>	<b>\$ 98,647</b>	<b>\$ 2,114</b>	<b>2.19%</b>	
47					
48 <b>Total Expenses</b>	<b>\$ 2,029,025</b>	<b>\$ 2,052,408</b>	<b>\$ 23,383</b>	<b>1.15%</b>	
49					
50 <b>Total Budget</b>	<b>\$ 55,333,396</b>	<b>\$ 59,756,513</b>	<b>\$ 4,423,118</b>	<b>7.99%</b>	

**RESOLUTION 27-24**

**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 a recommendation 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, 2025 through December 31, 2025 at a per employee per month fee of \$78.21 at an estimated annual premium of \$1,606,626;

**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: NOVEMBER 12, 2024**

**BY:**

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**CHAIRPERSON**

**ATTEST:**

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**SECRETARY**

**RESOLUTION NO. 28-24**

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND  
ADOPTION OF THE 2025 INTRODUCED BUDGET**

**WHEREAS**, The Southern Skyland Regional Health Insurance Fund is required under State regulation to adopt an annual budget in accordance with the bylaws of the Fund; and

**WHEREAS**, the Executive Committee met on October 8, 2024 in Public Session to introduce the proposed budget and for the 2025 Fund Year; and

**WHEREAS**, the Executive Committee met on November 12, 2024 in Public Session to adopt the proposed budget and for the 2025 Fund Year; and

**WHEREAS**, that a public hearing to adopt the 2025 budget was held on November 12, 2024 at 9:30 am.

**NOW THEREFORE BE IT RESOLVED** that the Executive Committee of the Southern Skyland Regional Health Insurance Fund hereby adopt the 2025 budget in the amount of \$59,756,513

**BE IT FURTHER RESOLVED** that copies of this resolution shall be sent to each Commissioner, Risk Manager, and Governing Body, the New Jersey Department of Banking and Insurance, and the New Jersey Department of Community Affairs.

**ADOPTED: NOVEMBER 12, 2024**

**BY:** \_\_\_\_\_  
**CHAIRPERSON**

**ATTEST:** \_\_\_\_\_  
**SECRETARY**

**RESOLUTION 29-24**

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND  
RESOLUTION AUTHORIZING PROFESSIONAL SERVICES FOR AUDITOR, ACTUARY AND  
ATTORNEY**

**WHEREAS**, the Southern Skyland Regional Health Insurance Fund (hereinafter the Fund) is duly constituted as a Health Insurance Fund and is subject to certain requirements of the Local Public Contracts Law; and;

**WHEREAS**, the Board of Fund Commissioners has deemed it necessary and appropriate to obtain professional Auditor, Attorney and Actuary services and issued a publicly advertised Request for Proposals for this purpose as RFP #25-01 released on October 4, 2024; and

**WHEREAS**, three proposals were received in a public opening on October 23, 2024: Mercadien PC (Auditor), Actuarial Solutions (Actuary) and Shain Shaffer (Attorney)

**WHEREAS**, the Executive Committee has reviewed the submissions in accordance with the advertised evaluation criteria and has determined that Mercadien PC, Actuarial Solutions and Shain Shaffer best meet the advertised criteria and have the requisite experience and qualifications required by the Fund and recommends an award of contract be made to these professionals for a term of one year commencing January 1, 2025 to December 31, 2025; and

**WHEREAS**, Actuarial Solutions is willing and able to provide said services for a term of one year at the annual rate of \$14,800 for 2024;

**WHEREAS**, Shain Shaffer is willing and able to provide said services for a term of one year at the rate of \$175.00/hourly, not to exceed \$10,000 without Executive Committee approval for 2025; and

**WHEREAS**, Mercadien PC is willing and able to provide said services for a term of one year at the annual rate of \$20,766 for 2024; and

**WHEREAS**, funding for this purpose will be made available and within future budgets established by the Fund for this purpose; and

**WHEREAS**, these professional services are authorized pursuant to the Local Public Contracts Law, N.J.S.A. 40A:11-5(1)(a)(i); now, therefore

**BE IT RESOLVED** by the Southern Skyland Regional Health Insurance Fund that, contingent upon the funding as described herein, the proper Fund officials be and are hereby authorized to execute all documents necessary to affect an agreement with Mercadien PC, Actuarial Solutions, Shain Shaffer; and

**BE IT FURTHER RESOLVED** that notice of this action shall be advertised in the Commission's official newspapers in accordance with law and that notice of this action along with a completed contract shall be filed with the New Jersey Department of Banking and Insurance and the New Jersey Department of Community Affairs.

**ADOPTED: November 12, 2024**

**BY:** \_\_\_\_\_  
**CHAIRPERSON**

**ATTEST:**  
\_\_\_\_\_  
**SECRETARY**

Southern Skyland Regional HIF Program Manager

November 2024

Program Manager: PERMA Risk Management Services LLC

Online Enrollment Training: [kkidd@permainc.com](mailto:kkidd@permainc.com)

Enrollments: [somersetcountyinscom@permainc.com](mailto:somersetcountyinscom@permainc.com)

Fax: 856-266-9469

## Operational Updates:

### ELIGIBILITY/ENROLLMENT

Please direct any eligibility, enrollment, or system related questions to our dedicated Southern Skyland Regional HIF team. To contact the team, email [somersetcountyinscom@permainc.com](mailto:somersetcountyinscom@permainc.com) or fax to 856-266-9469

System training (new and refresher) is provided to all contacts with WEX access **every 3<sup>rd</sup> Wednesday at 10AM**. Please contact [HIFtraining@permainc.com](mailto:HIFtraining@permainc.com) for additional information or to request an invite.

In the subject line of the email, please include: *Training - Fund Name and Client Name*. Please be sure to add the date of the training you would like to attend in your email so an invite can be sent.

### Open Enrollment - 1/1/25 (Passive)

- Skyland Regional HIF OE was held on October 21<sup>st</sup> through November 1<sup>st</sup>
- All OE updates should be completed in WEX by November 8<sup>th</sup> to allow time for ID cards to be delivered to members by 1/1/24
- 2025 Qualified HDHP Minimums will be updated as follows:
  - Deductible - \$1,650 single/ \$3,300 family
  - Maximum Out of Pocket (MOOP) - \$3,300 single/ \$6,600
- OE guides are currently being updated and will be sent once finalized

**\*\* Subject to change pending approval of the 2025 Budget\*\***

## COVERAGE UPDATES:

### Onsite Flu Vaccine Clinic Vendor List

Approved onsite flu vaccine clinic vendors list are included in the Appendix. Skyland Regional HIF does not coordinate onsite flu vaccine clinics, groups can reach out to the vendors directly to schedule.

## Express Scripts Update:

### 3Q2024 SaveOn Savings (1/1/2024 through 9/30/24)

In 3Q2024, the Skyland Regional Health Insurance Fund has saved \$370,313 for members enrolled in SaveOn, an additional \$81,460 in savings from 2Q2024. There are currently 81 participants in the

program, an increase of 12 members compared to 2Q2024. In 2024, Skyland members who used SaveOn saved a total of \$20,035 in copays. The average savings per prescription to date is \$754.

### **Top 5 Therapeutic Categories:**

- Inflammatory Conditions
  - 40 members, totaling \$159,763 in savings
- Asthma & Allergy
  - 19 members, totaling \$57,814 in savings
- Cancer
  - 12 members, totaling \$92,948 in savings
- Multiple Sclerosis
  - 4 members, totaling \$25,979 in savings
- Endocrine Disorders
  - 1 member, totaling \$10,014 in savings

### **Notice of Creditable Coverage (NOCC)**

CMS Annual Open Enrollment period for the 2025 plan year is October 15 – December 7. ESI has begun gathering information needed for their annual mailing campaign for the 2025 Notice of Creditable Coverage (NOCC). To meet the CMS requirement, Express Scripts will mail the NOCC letters the week of September 16<sup>th</sup> to those age 65 and older enrolled in ESI coverage through the HIFs. The Program Manager team has provided ESI with an updated letter template for the new plan year in preparation of the mailing.

### **GLP-1 Weight Loss Medication – Encircle Program**

#### **Effective September 1, 2024:**

- Members with new prescriptions, including renewal prescriptions for expired prior authorizations (PA), will need to meet the following criteria to be approved for a GLP-1 weight loss medication:
  - BMI  $\geq$  32 OR
  - BMI between  $27 \leq 32$  WITH 2 or more documented comorbidities
- Members with an active approved PA prior to 9/1/2024 will be grandfathered
  - Upon renewal of their PA, members will need to meet the above BMI requirements to be considered for approval

#### **Effective January 1, 2025:**

Members who have an approved PA (active and new) will need to meet the following guidelines:

- Members will receive a welcome kit from Omada free of charge. The kit includes a digital scale and information on downloading the mobile app and/or using the web browser. The scale is programmed to the member's ESI active account prior to delivery. The scale will



record each weigh-in and will update the member's file automatically. Members must weigh-in a minimum of 4 times a month

- Members must engage with an assigned online Omada coach via a mobile application or web browser a minimum of 4 times a month

If members do not adhere to both of the requirements outlined above, the following month in which they are non-compliant, they will not be able to refill their weight loss prescription. Members will be required to complete the missing weigh-ins and/or online coaching engagement in order to refill their prescription.

Based on the above, communications are being updated and will be sent to members once finalized. Sample communications will be sent once finalized.

## **2024 Legislative Review: None**

**Gag Clause Prohibition Compliance Attestation** - Beginning December 2023, health insurance issuers and self-funded (ASO) or partially self-funded group health plans are required to submit an annual Gag Clause Prohibition Compliance Attestation (GCPCA) per the requirements established by the 2021 Consolidated Appropriations Act (CAA 2021). A gag clause is a "contractual term that directly or indirectly restricts specific data and information that a plan or issuer can make available to another party." The CAA 2021 prohibits "gag clauses" under group health plan (GHP) agreements. The attestation is due annually by December 31<sup>st</sup>. Groups do not need to take any additional action unless they do not have medical or prescription coverage in the Southern Skylands Health Insurance Fund.

## **Medical and Rx Reporting: None**

## **No Surprise Billing and Transparency Act- Continued Delays**

The Health Insurance Funds, including Southern Skyland Regional HIF protect plan members from surprise billing with involuntary out of network balance bills with a hold harmless clause:

- Example: an in-network surgeon contracts with an out of network anesthesiologist. Should the out of network anesthesiologist balance bill the patient, the Funds would hold the member harmless, paying up to the invoiced amount.
- 

The law also imposes certain requirements on the Carriers, PBMs and healthcare providers. Many of these requirements continue to be delayed, but we will continue to work with the insurance providers to assure the Southern Skyland Regional HIF remains compliant.

- Issuing updated ID Cards with additional out of pocket information
- Providing transparency in coverage machine-readable files
- Providing price comparison tools
- Healthcare providers should work with insurance carriers to provide potential patients with good faith estimates of costs

## **2023 Specialized Audits**

As approved through an RFP through the Program Manager's contract, the HIFs has acquired the services of AIM to conduct specialized audits for the Southern Skyland Regional HIF. AIM will complete medical claims audits for claims administered by Aetna. The claim audit being performed will determine Aetna's claim processing and financial accuracy of medical claims. AIM will also perform an Operation Review. Aim will perform an in-depth evaluation of the controls employed by the Aetna to ensure quality administration.

**Carrier Appeals: None**

**IRO Submissions: None**

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND  
SUPPLEMENTAL BILLS LIST**

Resolution No. \_\_\_\_\_

**NOVEMBER 2024**

**WHEREAS**, the Treasurer has certified that funding is available to pay the following bills:

**BE IT RESOLVED** that the Southern Skyland Regional Health Insurance Fund hereby authorizes the Fund Treasurer to issue warrants in payment of the following claims; and

**FURTHER**, that this authorization shall be made a permanent part of the records of the Fund.

**FUND YEAR 2024**

<u>VendorName</u>	<u>Comment</u>	<u>InvoiceAmount</u>
AETNA HEALTH MANAGEMENT, LLC	MEDICARE ADVANTAGE 11/24	42,650.28 <b>42,650.28</b>
HORIZON BLUE CROSS BLUE SHIELD OF NJ	COUNTY-A# 731345395-305291320 10/1/24	97,869.43
HORIZON BLUE CROSS BLUE SHIELD OF NJ	LIBRARY-488920617 INV 305291168 10/1/24	546.08
HORIZON BLUE CROSS BLUE SHIELD OF NJ	BOSS- 271255463 INV 305447758 10/14/24	13,919.05
HORIZON BLUE CROSS BLUE SHIELD OF NJ	BOSS- 271255463 INV 305255188 9/16/24	13,860.77
HORIZON BLUE CROSS BLUE SHIELD OF NJ	LIBRARY 27354962 INV 305291016 10/1/24	9,146.66
		<b>135,341.99</b>
PERMA RISK MANAGEMENT SERVICES	POSTAGE 09/24	56.33
PERMA RISK MANAGEMENT SERVICES	ENROLLMENT FEES 11/24	10,080.00
PERMA RISK MANAGEMENT SERVICES	POSTAGE 10/24	705.63
PERMA RISK MANAGEMENT SERVICES	PROGRAM MANAGER FEES 11/24	28,854.00
PERMA RISK MANAGEMENT SERVICES	ADMIN FEES 11/24	18,345.60
		<b>58,041.56</b>
ACTUARIAL SOLUTIONS, LLC	ACTUARY FEES Q4 2024	3,625.00 <b>3,625.00</b>
SHAIN SCHAFFER, PC	LEGAL FEES INV 11374 09/24	542.50 <b>542.50</b>
ASSUREDPARTNERS CAPITAL, INC	CONSULTANT FEE 11/24	4,552.59 <b>4,552.59</b>
ACRISURE NJ PARTNERS INS. SERVICES LLC	CONSULTANT FEE 11/24	2,517.84 <b>2,517.84</b>
RSC INSURANCE BROKERAGE INC	CONSULTANT FEE 11/24	2,218.40 <b>2,218.40</b>
FAIRVIEW INSURANCE AGENCY ASSOCIATES INC	CONSULTANT FEE 11/24	2,799.86 <b>2,799.86</b>
GANNETT NEW YORK NJ LOCALIQ	A# 1122084 INV 6730271-10637149 10/4/24	50.50 <b>50.50</b>
ACCESS	INV 11141516 DEPT 002 9/30/24	10.69 <b>10.69</b>
INTEGRITY HEALTH, LLC	BE BETTER W/O COACH 9.2024	850.00
INTEGRITY HEALTH, LLC	BE BETTER W/O COACH 8.2024	850.00
		<b>1,700.00</b>
SOMERVILLE URBAN RENEWAL LLC	MONTHLY RENT 11/24	19,747.00 <b>19,747.00</b>
	<b>CHECK TOTALS</b>	<b>273,798.21</b>

UNITED (MEDICARE ADVANTAGE)	MEDICARE ADVANTAGE 11/24	65,745.43 <b>65,745.43</b>
AETNA	TPA FEES 11/24	70,068.41 <b>70,068.41</b>
CONNER STRONG & BUCKELEW	CONSULTANT FEE 11/24	8,689.40 <b>8,689.40</b>
CONNER STRONG & BUCKELEW	MARKETING MGR FEE 11/24	6,250.00 <b>6,250.00</b>
CAPITAL BENEFITS LLC	CONSULTANT FEES 11/24	4,247.88 <b>4,247.88</b>
HCC LIFE INSURANCE COMPANY	SPECIFIC REINSURANCE 11/24	157,575.10 <b>157,575.10</b>
	<b>WIRE/ACH TOTALS</b>	<b>312,576.22</b>
	<b>Total Payments FY 2024</b>	<b>586,374.43</b>
	<b>TOTAL PAYMENTS ALL FUND YEARS</b>	<b>586,374.43</b>

\_\_\_\_\_  
**Chairperson**

Attest:

\_\_\_\_\_

Dated: \_\_\_\_\_

I hereby certify the availability of sufficient unencumbered funds in the proper accounts to fully pay the above claims.

\_\_\_\_\_  
**Treasurer**

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

<b>Current Fund Year: 2024</b>									
<b>Month Ending: August</b>									
	<b>Medical</b>	<b>PHC</b>	<b>Rx</b>	<b>Reinsurance</b>	<b>Dental</b>	<b>Cont.</b>	<b>Admin</b>	<b>Closed Year</b>	<b>TOTAL</b>
OPEN BALANCE	(381,596.51)	371,212.13	(1,610,798.21)	(170,148.85)	(648,515.66)	74,517.41	2,888,332.54	4,451,215.34	4,974,218.19
<b>RECEIPTS</b>									
Assessments	3,020,668.41	318,651.48	798,116.84	148,171.48	0.00	10,191.69	265,225.77	0.00	4,561,025.67
Refunds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Invest Pymnts	701.46	604.01	279.98	0.00	74.90	121.24	4,699.63	7,242.60	13,723.82
Invest Adj	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Subtotal Invest	701.46	604.01	279.98	0.00	74.90	121.24	4,699.63	7,242.60	13,723.82
Other *	51,450.60	0.00	463,474.31	0.00	600,923.77	0.00	0.00	0.00	1,115,848.68
<b>TOTAL</b>	<b>3,072,820.47</b>	<b>319,255.49</b>	<b>1,261,871.13</b>	<b>148,171.48</b>	<b>600,998.67</b>	<b>10,312.93</b>	<b>269,925.40</b>	<b>7,242.60</b>	<b>5,690,598.17</b>
<b>EXPENSES</b>									
Claims Transfers	3,020,675.11	0.00	1,332,791.41	0.00	0.00	0.00	0.00	(2,427.39)	4,351,039.13
Expenses	109,219.67	233,395.99	0.00	155,796.60	121,759.24	0.00	157,600.27	0.00	777,771.77
Other *	0.00	0.00	0.00	0.00	0.00	0.00	485,358.00	0.00	485,358.00
<b>TOTAL</b>	<b>3,129,894.78</b>	<b>233,395.99</b>	<b>1,332,791.41</b>	<b>155,796.60</b>	<b>121,759.24</b>	<b>0.00</b>	<b>642,958.27</b>	<b>(2,427.39)</b>	<b>5,614,168.90</b>
<b>END BALANCE</b>	<b>(438,670.82)</b>	<b>457,071.63</b>	<b>(1,681,718.49)</b>	<b>(177,773.97)</b>	<b>(169,276.23)</b>	<b>84,830.34</b>	<b>2,515,299.67</b>	<b>4,460,885.33</b>	<b>5,050,647.46</b>

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

Month		August								
Current Fund Year		2024								
		1.	2.	3.	4.	5.	6.	7.	8.	
Policy Year	Coverage	Calc. Net Paid Thru Last Month	Monthly Net Paid August	Monthly Recoveries August	Calc. Net Paid Thru August	TPA Net Paid Thru August	Variance To Be Reconciled	Delinquent Unreconciled Variance From	Change This Month	
2024	Medical	2,703,070.84	2,974,322.68	0.00	5,677,393.52	0.00	5,677,393.52	2,703,070.84	2,974,322.68	
	Dental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Rx	1,572,379.20	1,332,791.41	0.00	2,905,170.61	0.00	2,905,170.61	1,572,379.20	1,332,791.41	
	Vision	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	<b>Total</b>	<b>4,275,450.04</b>	<b>4,307,114.09</b>	<b>0.00</b>	<b>8,582,564.13</b>	<b>0.00</b>	<b>8,582,564.13</b>	<b>4,275,450.04</b>	<b>4,307,114.09</b>	
2023	Medical	179,234.50	46,352.43	0.00	225,586.93	0.00	225,586.93	179,234.50	46,352.43	
	Dental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Rx	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Vision	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	<b>Total</b>	<b>179,234.50</b>	<b>46,352.43</b>	<b>0.00</b>	<b>225,586.93</b>	<b>0.00</b>	<b>225,586.93</b>	<b>179,234.50</b>	<b>46,352.43</b>	
2022	Medical	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Dental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Rx	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Vision	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	<b>Total</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
Closed Year	Closed Year	4,187.48	(2,427.39)	0.00	1,760.09	0.00	1,760.09	4,187.48	(2,427.39)	
	<b>Total</b>	<b>4,187.48</b>	<b>(2,427.39)</b>	<b>0.00</b>	<b>1,760.09</b>	<b>0.00</b>	<b>1,760.09</b>	<b>4,187.48</b>	<b>(2,427.39)</b>	
	<b>TOTAL</b>	<b>4,458,872.02</b>	<b>4,351,039.13</b>	<b>0.00</b>	<b>8,809,911.15</b>	<b>0.00</b>	<b>8,809,911.15</b>	<b>4,458,872.02</b>	<b>4,351,039.13</b>	

<b>SUMMARY OF CASH AND INVESTMENT INSTRUMENTS</b>		
<b>SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND</b>		
<b>ALL FUND YEARS COMBINED</b>		
<b>CURRENT MONTH</b>	<b>August</b>	
<b>CURRENT FUND YEAR</b>	<b>2024</b>	
<b>Description:</b> <b>Investors Bank</b>		
<b>ID Number:</b>		
<b>Maturity (Yrs)</b>		
<b>Purchase Yield:</b>		
<b>TO TAL for All Accts &amp; instruments</b>		
<b>Opening Cash &amp; Investment Balance</b>	<b>\$4,974,218.19</b>	<b>4974218.194</b>
<b>Opening Interest Accrual Balance</b>	<b>\$0.00</b>	<b>0</b>
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	\$13,723.82	\$13,723.82
6 Interest Paid - Term Instr.s	\$0.00	\$0.00
7 Realized Gain (Loss)	\$0.00	\$0.00
8 Net Investment Income	\$13,723.82	\$13,723.82
9 Deposits - Purchases	\$9,303,226.00	\$9,303,226.00
10 (Withdrawals - Sales)	-\$9,240,520.55	-\$9,240,520.55
Ending Cash & Investment Balance	\$5,050,647.46	\$5,050,647.46
Ending Interest Accrual Balance	\$0.00	\$0.00
Plus Outstanding Checks	\$150,288.20	\$150,288.20
(Less Deposits in Transit)	-\$845,320.56	-\$845,320.56
Balance per Bank	\$4,355,615.10	\$4,355,615.10

**RESOLUTION NO. 31-24**

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND  
APPROVAL OF THE NOVEMBER 2024 BILLS LIST**

**WHEREAS**, the **Southern Skyland Regional Health Insurance Fund** held a Public Meeting on **NOVEMBER 12, 2024** for the purposes of conducting the official business of the Fund; and

**WHEREAS**, The Treasurer for the Fund presented bills lists to satisfy outstanding costs incurred for operating the Fund during the month of November 2024 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 Bills List for November 2024 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: NOVEMBER 12, 2024**

**BY:** \_\_\_\_\_  
**CHAIRPERSON**

**ATTEST:**  
\_\_\_\_\_  
**SECRETARY**





powered by Integrity Health

## Somerset County Partnership Health Center November 2024 Updates

### **SCPHC Utilization Overview**

*September 2024 SCPHC Utilization Report Overview:*

- The end of summer and the start of the new school year historically show a reduction in overall utilization across all PHCs. We fully expect to see these numbers increase as we enter the fall/winter months.
  - However, the overall increases remain encouraging:
    - ❖ Member count increased 3%
    - ❖ Medications Dispensed increased 11%
    - ❖ Services increased 11%
- With the hiring of our new Member Advocate, Lisa Cusumano, engagements with members rose from 4 in August to 77 in September
  - We expect this to continue to rise as Lisa gets to know the community and members.
- Flu shots have gone up substantially due in large part to our on-site flu shot clinics

### **Member Engagement**

In a continued effort to increase utilization of services at SCPHC, numerous member events have taken place over the last quarter as detailed below:

- *Borough of Somerville* – PHC sponsored 'Lunch & Learn' held in September 2024. Members were provided with a light lunch and presentation detailing a comprehensive overview of available services at PHC; time was allotted for member Q/A.
  - *Noteworthy:* several members asked about the ability to use other PHC locations, namely our Franklin BOE/Township site located in Somerset, as well as, interest in the South Brunswick location.
- *Somerset County/ ERG Meeting* – IH Director of Client Relations, PHC Behavioral Health therapist and PHC Member Advocate attended the Employee Resource Group meeting in September 2024. This event provided an opportunity to discuss the mental health services available at SCPHC, and also allowed members to ask questions about available services. Shortly after the meeting, the Member Advocate was contacted to address 2 separate member claim/benefit issues – members were thrilled to learn on-site assistance is available for claim related issues/benefit inquiries at SCPHC.

- *Somerset County/ Wellness Committee Meetings* – SCPHC Medical Director, IH Director of Client Relations, and PHC Member Advocate regularly attend monthly Wellness Committee meetings, most recently held in September & October. Assist with development of wellness initiatives, and promotion of wellness events. Member Advocate is the main point of contact for Wellness Program portal (BeBetter) registration & upkeep of system.
  
- *Somerset County Library System* – at the request of the HR manager, a virtual presentation was scheduled for November 5<sup>th</sup>. Virtual presentation included a comprehensive overview of available services at PHC; time was allotted for member Q/A. Follow up promotional materials sent to HR for employee distribution- materials include information on general services available, Medical Director bio, Member Advocate bio and explanation of services, and Pharmacy Medication list (via QR code) highlighting the ability to fill outside scripts.
  
- *On-site Flu Shot Clinics/ Various Locations* – on-site flu shot clinics done at various locations, as detailed below:
  - 27 Warren Street – 33 flu shots administered
  - Bridgewater Library – 32 flu shots administered
  - Duke Island Park – 16 flu shots administered
  - North County Site – 3 flu shots administered
  - Manville Library – 1 flu shots administered
  - SCPHC Friday Flu Shot clinics – 18 flu shots administered

Total flu shot administered at flu shot clinics – 103\*

*\*Total does NOT include flu shots administered during regularly scheduled visits at SCPHC.*

### **Operational Updates**

On November 5<sup>th</sup>, a meeting was held between Integrity Health and PERMA to discuss the upcoming implementation of the Omada program. Members on weight loss drugs, under care at SCPHC are currently enrolled in the physician led, on-site Care Coordination program available at PHC. All patients prescribed a GLP1 by a PHC provider are entered into the Care Coordination program and are closely monitored by Medical Director, Dr. Elisabeth Spector. In order to determine the best path forward for program integration, additional information was requested pertaining to the patient metrics obtained via the Omada program. Continued discussion is expected, and updates will be provided accordingly.

### **Member Feedback**

Patient satisfaction surveys are sent out following each member’s appointment and reported to PHC on a monthly basis. They are asked 10 questions on a scale of 1-5 (Not at all satisfied to Very satisfied) about their experience ranging from intake/appointment, to visit with providers, to overall experience.

In September, 87.5% of the “Overall Satisfaction” feedback was Very Satisfied with 12.5% of the remaining feedback being Satisfied.

Examples of member feedback comments/anecdotes from September, 2024 may be found below:

- *“Always a pleasure going there. The staff knows me by name and are always happy and eager to assist. Monica and Melony are so easy to talk to and always there to help with whatever I need.”*
- *“The staff is always friendly and helpful. I always feel safe and heard.”*
- *“Courteous and helpful and listen to all concerns very friendly highly recommended.”*
- *“The doctor was great and listened to all of my issues. A plan was set for treatment.”*
- *“The receptionist and a nurse were extremely helpful in finding me [help I needed]. They called and called until they found me an appointment. It was a STAT need, and they saved my life. They were amazing and helpful!!! Thank you!!!”*

## Southern Skylands Regional Partnership Health Centers Utilization Report

Date

09-Sep '24

### PHC Services

Category	01_Subscriber		02_Dependent		Total	
	M	YTD (CY)	M	YTD (CY)	M	YTD (CY)
Borough of Manville		1				1
Borough of Peapack and Gladstone	2	17		11	2	28
Borough of Somerville	14	79	3	39	17	118
County of Somerset	826	7,875	273	2,918	1,099	10,793
Somerset County Library	67	634	22	305	89	939
Somerset County Park Commission	93	1,057	15	216	108	1,273
Somerset County Vocational & Technical School	25	358	14	180	39	538
Township of Hillsborough	4	82	9	49	13	131
<b>Total</b>	<b>1,031</b>	<b>10,103</b>	<b>336</b>	<b>3,718</b>	<b>1,367</b>	<b>13,821</b>

### PHC Patients

Category	01_Subscriber		02_Dependent		Total	
	M	YTD (CY)	M	YTD (CY)	M	YTD (CY)
Borough of Manville		1				1
Borough of Peapack and Gladstone	2	2		1	2	3
Borough of Somerville	7	10	2	3	9	13
County of Somerset	304	660	119	323	423	980
Somerset County Library	28	67	13	32	41	97
Somerset County Park Commission	30	87	12	47	42	133
Somerset County Vocational & Technical School	10	36	7	24	17	60
Township of Hillsborough	3	10	2	7	5	17
<b>Total</b>	<b>384</b>	<b>862</b>	<b>155</b>	<b>435</b>	<b>539</b>	<b>1,291</b>

### Medications Dispensed

Category	01_Subscriber		02_Dependent		Total	
	M	YTD (CY)	M	YTD (CY)	M	YTD (CY)
Borough of Peapack and Gladstone	2	9		13	2	22
Borough of Somerville	10	45	2	14	12	59
County of Somerset	547	5,085	214	2,121	761	7,206
Somerset County Library	43	436	17	193	60	629
Somerset County Park Commission	63	748	15	142	78	890
Somerset County Vocational & Technical School	12	173	9	129	21	302
Township of Hillsborough	1	35	4	28	5	63
<b>Total</b>	<b>678</b>	<b>6,531</b>	<b>261</b>	<b>2,640</b>	<b>939</b>	<b>9,171</b>

### Specialized Service

Service	01_Subscriber		02_Dependent		Total	
	M	YTD (CY)	M	YTD (CY)	M	YTD (CY)
Behavioral Health	14	168	5	80	19	248
Care Coordination	71	1,201	17	370	88	1,571
Chiropractic	18	288	1	28	19	316
COVID19 Test	13	123	4	52	17	175
COVID19 Vaccine		6		1		7
Flu Shot	26	33	1	6	27	39
Lab	69	633	14	203	83	836
Member Services	77	472		112	77	584
Pharmacy	458	4,483	191	1,889	649	6,372
Physical Therapy	74	603	24	156	98	759
Physician or Nurse	198	1,950	70	747	268	2,697
Physician or Nurse Telemedicine	1	8	2	6	3	14
Telemedicine BH	3	27	3	26	6	53
Telephone	4	47		21	4	68
Xray	5	61	4	21	9	82
<b>Total</b>	<b>1,031</b>	<b>10,103</b>	<b>336</b>	<b>3,718</b>	<b>1,367</b>	<b>13,821</b>



**SOUTHERN SKYLANDS  
EMPLOYEE BENEFITS FUND**

**Monthly Claim Activity Report**

***NOVEMBER 12, 2024***



## Southern Skyland Regional Health Insurance Fund

	<b>MEDICAL CLAIMS PAID 2023</b>			<b>MEDICAL CLAIMS PAID 2024</b>		
	<b># OF EES</b>	<b>PER EE</b>	<b># OF EES</b>	<b>PER EE</b>		
JANUARY	\$2,157,934	1,483	\$ 1,455	\$2,556,321	1,875	\$ 1,363
FEBRUARY	\$2,068,209	1,490	\$ 1,388	\$2,630,046	1,871	\$ 1,406
MARCH	\$2,019,589	1,488	\$ 1,357	\$2,512,679	1,840	\$ 1,366
APRIL	\$2,088,755	1,494	\$ 1,398	\$3,949,236	1,879	\$ 2,102
MAY	\$2,621,911	1,498	\$ 1,750	\$2,808,627	1,854	\$ 1,515
JUNE	\$2,201,035	1,499	\$ 1,468	\$3,085,127	1,852	\$ 1,666
JULY	\$1,978,342	1,534	\$ 1,290	\$3,228,815	1,859	\$ 1,737
AUGUST	\$2,896,771	1,566	\$ 1,850	\$2,683,408	1,862	\$ 1,441
SEPTEMBER	\$2,150,117	1,562	\$ 1,377	\$2,649,294	1,857	\$ 1,427
OCTOBER	\$3,009,861	1,556	\$ 1,934			
NOVEMBER	\$2,582,222	1,563	\$ 1,652			
DECEMBER	\$1,947,928	1,574	\$ 1,238			
<b>TOTALS</b>	<b>\$27,722,673</b>			<b>\$26,103,552</b>		
				<b>2024 Average</b>	<b>1,861</b>	<b>\$1,558</b>
				<b>2023 Average</b>	<b>1,526</b>	<b>\$1,513</b>



**Medical Claims Paid Per Member:  
January 2024 – September 2024**  
Total Medical Paid per EE: **\$1,558**

**Network Discounts**

Inpatient:	<b>62.3%</b>
Ambulatory:	<b>66.8%</b>
Physician/Other:	<b>64.4%</b>
<b>TOTAL:</b>	<b>64.9%</b>

**Provider Network**

% Admissions In-Network:	<b>98.2%</b>
% Physician Office:	<b>96.0%</b>

**Aetna Book of Business:**  
Admissions 97.6%; Physician 91.8%

**Top Facilities Utilized  
(by total Medical Spend)**

- RWJUH Somerset
- Hunterdon Medical Center
- RWJUH New Brunswick
- Morristown Medical
- St. Peters University Hospital

**Catastrophic Claim Impact**  
(Jan 2024 thru September 2024)

Number of Claims Over \$50,000: **84**  
 Claimants per 1000 members: **20.3**  
 Avg. Paid per Claimant: \$110,641  
 Percent of Total Paid: **37.1%**

- Aetna BOB- HCC account for an average of 45.0% of total Medical Cost

**Aetna One Choice Member Outreach:  
Thru September 2024**

Total Members Identified: **977**  
 Members Targeted for 1:1 Nurse Support : **301**  
 Members Targeted for Digital Activity: **479**  
 Members Targeted for Group Coaching: **197**  
 Member 1:1 outreach completed: **290**  
 Member 1:1 Outreach in Progress: **11**

**Service Center Performance Goal Metrics YTD 2024**

**Customer Service Performance**

1 <sup>st</sup> Call Resolution:	<b>94.02%</b>
Abandonment Rate:	<b>0.73%</b>
Avg. Speed of Answer:	<b>25.1 sec</b>

**Claims Performance**

Financial Accuracy:	<b>98.84%*</b>
<small>*Q2 2024</small>	
90% processed w/in:	<b>6.2 days</b>
95% processed w/in:	<b>10.8 days</b>

\*\*\*\*\*

**Claims Performance (Monthly)  
(August 2024)**

90% processed w/in:	<b>5.4 days</b>
95% processed w/in:	<b>11.2 days</b>

(Note: This is not a PG metric)

\*\*\*\*\*

**Performance Goals**

1 <sup>st</sup> Call Resolution:	90%
Abandonment Rate less than:	3.0%
Average Speed of Answer:	30 sec

Financial Accuracy: 99%

**Turnaround Time**

90% processed w/in:	14 days
95% processed w/in:	30 days



**EXPRESS SCRIPTS®**



Southern Skylands Regional Health Insurance Fund

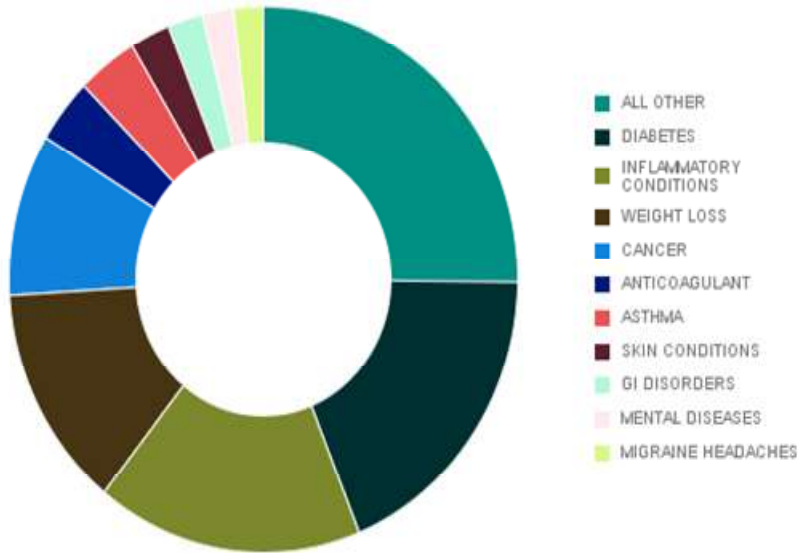
Total Component/ Date of Service (Month)	2023 01	2023 02	2023 03	2023 Q1	2023 04	2023 05	2023 06	2023 Q2	2023 07	2023 08	2023 09	2023 Q3	2023 10	2023 11	2023 12	2023 Q4	2023 YTD
Membership	3,752	3,732	3,744	3,743	3,761	3,782	3,793	3,779	3,855	3,968	3,947	3,923	3,922	3,923	3,928	3,924	3,842
Total Days	209,145	187,059	222,952	619,156	197,620	212,028	217,802	627,450	201,983	221,486	207,096	630,565	222,483	209,476	213,464	645,423	2,522,594
Total Patients	1,718	1,650	1,786	2,523	1,673	1,718	1,695	2,472	1,701	1,767	1,743	2,584	1,821	1,788	1,832	2,660	3,430
Total Plan Cost	\$750,784	\$740,468	\$935,196	\$2,426,448	\$759,726	\$874,280	\$938,186	\$2,572,193	\$883,039	\$967,155	\$1,035,410	\$2,885,603	\$910,806	\$956,827	\$1,045,360	\$2,912,994	\$10,797,238
Generic Fill Rate (GFR) - Total	80.7%	81.5%	81.9%	81.4%	82.8%	82.9%	82.8%	82.8%	82.6%	83.1%	79.1%	81.6%	78.4%	80.7%	81.5%	80.2%	81.5%
Plan Cost PMPM	\$200.10	\$198.41	\$249.79	\$216.11	\$202.00	\$231.17	\$247.35	\$226.90	\$229.06	\$243.74	\$262.33	\$245.17	\$232.23	\$243.90	\$266.13	\$247.43	\$234.18
Total Specialty Plan Cost	\$259,959	\$244,917	\$334,103	\$838,978	\$268,950	\$307,689	\$307,741	\$884,380	\$333,419	\$357,771	\$400,490	\$1,091,679	\$296,377	\$347,845	\$402,106	\$1,046,328	\$3,861,366
Specialty % of Total Specialty Plan Cost	34.6%	33.1%	35.7%	34.6%	35.4%	35.2%	32.8%	34.4%	37.8%	37.0%	38.7%	37.8%	32.5%	36.4%	38.5%	35.9%	35.8%

Total Component/ Date of Service (Month)	2024 01	2024 02	2024 03	2024 Q1	2024 04	2024 05	2024 06	2024 Q2	2024 07	2024 08	2024 09	2024 Q3	2024 10	2024 11	2024 12	2024 Q4	2024 YTD
Membership	4,628	4,602	4,552	4,594	4,671	4,623	4,615	4,636	4,632	4,641	4,633	4,635					
Total Days	263,550	239,696	244,751	747,997	250,088	250,554	235,458	736,100	257,418	256,507	238,958	752,883					
Total Patients	2,093	1,990	1,994	3,019	2,034	2,100	1,962	2,982	2,055	2,064	1,978	2,960					
Total Plan Cost	\$1,064,432	\$1,146,803	\$1,133,373	\$3,344,608	\$1,154,291	\$1,274,869	\$1,316,657	\$3,745,818	\$1,305,271	\$1,386,678	\$1,333,565	\$4,025,515					
Generic Fill Rate (GFR) - Total	83.9%	83.1%	83.1%	83.4%	83.1%	82.8%	81.5%	82.5%	82.4%	81.7%	77.7%	80.6%					
Plan Cost PMPM	\$230.00	\$249.20	\$248.98	\$242.68	\$247.12	\$275.77	\$285.30	\$269.31	\$281.79	\$298.79	\$287.84	\$289.48					
%Change Plan Cost PMPM	14.9%	25.6%	-0.3%	12.3%	22.3%	19.3%	15.3%	18.7%	23.0%	22.6%	9.6%	18.0%					
Total Specialty Plan Cost	\$351,753	\$422,926	\$396,265	\$1,170,944	\$431,411	\$453,792	\$540,424	\$1,425,627	\$431,106	\$527,436	\$504,615	\$1,463,157					
Specialty % of Total Specialty Plan Cost	33.0%	36.9%	35.0%	35.0%	37.4%	35.6%	41.0%	38.1%	33.0%	38.0%	37.8%	36.3%					

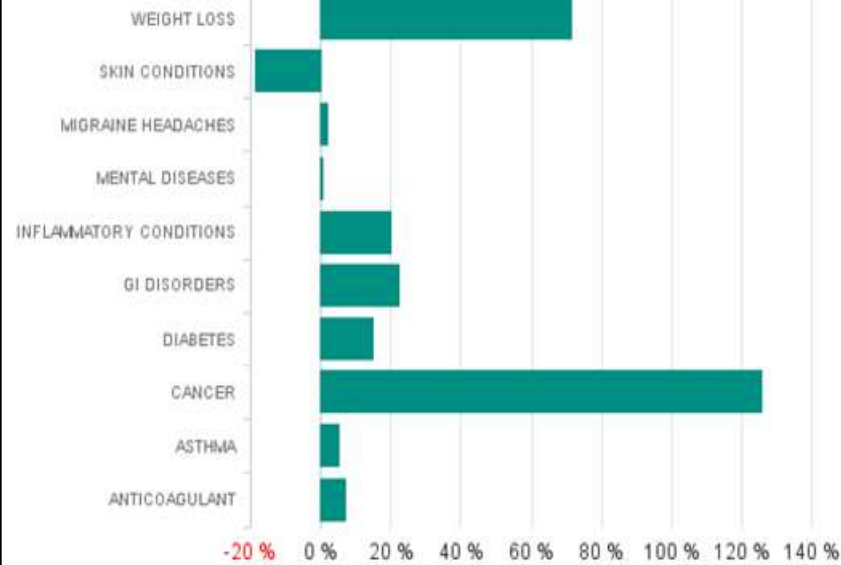
## Top Indications

Southern Skyland Regional Hlth (Current Period 01/2024 - 09/2024 vs. Previous Period 01/2023 - 09/2023) Peer = Government - National Preferred Formulary

Top Indications by Plan Cost



Plan Cost PMPM Trend



			Current Period						Previous Period						Trend
Rank	Peer Rank	Indication	Market Share	Adjusted Rxs	Plan Cost	Plan Cost PMPM	GFR	Peer GFR	Market Share	Adjusted Rxs	Plan Cost	Plan Cost PMPM	GFR	Peer GFR	Plan Cost PMPM
1	1	DIABETES	25.0 %	7,434	\$2,077,313	\$49.94	33.3 %	25.7 %	27.9 %	6,186	\$1,495,118	\$43.55	36.5 %	28.3 %	14.7 %
2	2	INFLAMMATORY CONDITIONS	22.6 %	685	\$1,879,244	\$45.18	48.9 %	33.3 %	24.2 %	533	\$1,295,403	\$37.73	57.2 %	39.2 %	19.7 %
3	4	WEIGHT LOSS	17.7 %	1,390	\$1,475,690	\$35.48	3.3 %	5.0 %	13.2 %	627	\$710,568	\$20.70	3.0 %	10.5 %	71.4 %
4	3	CANCER	12.8 %	346	\$1,068,312	\$25.68	76.0 %	75.9 %	7.3 %	248	\$391,208	\$11.39	89.5 %	77.8 %	125.4 %
5	8	ANTICOAGULANT	5.2 %	1,032	\$429,161	\$10.32	18.3 %	19.0 %	6.2 %	894	\$331,014	\$9.64	23.9 %	21.8 %	7.0 %
6	7	ASTHMA	5.1 %	2,638	\$425,695	\$10.23	74.4 %	87.9 %	6.2 %	2,393	\$334,303	\$9.74	67.9 %	79.2 %	5.1 %
7	5	SKIN CONDITIONS	3.4 %	912	\$282,747	\$6.80	85.5 %	85.1 %	5.3 %	681	\$286,873	\$8.36	81.1 %	88.1 %	-18.6 %
8	9	GI DISORDERS	3.0 %	452	\$247,727	\$5.96	50.7 %	56.9 %	3.1 %	373	\$167,329	\$4.87	46.6 %	59.2 %	22.2 %
9	10	MENTAL DISEASES	2.6 %	675	\$220,046	\$5.29	77.2 %	84.2 %	3.4 %	492	\$180,781	\$5.27	72.0 %	85.5 %	0.5 %
10	6	MIGRAINE HEADACHES	2.5 %	363	\$211,529	\$5.09	39.1 %	52.4 %	3.2 %	289	\$171,335	\$4.99	36.7 %	55.4 %	1.9 %
<b>Total Top 10</b>				<b>15,927</b>	<b>\$8,317,463</b>	<b>\$199.95</b>	<b>43.6 %</b>	<b>47.9 %</b>		<b>12,716</b>	<b>\$5,363,931</b>	<b>\$156.23</b>	<b>45.8 %</b>	<b>49.7 %</b>	<b>28.0 %</b>

## Top Drugs

Southern Skyland Regional Hlth (Current Period 01/2024 - 09/2024 vs. Previous Period 01/2023 - 09/2023) Peer = Government - National Preferred Formulary

					Current Period				Previous Period				Trend
Rank	Peer Rank	Brand Name	Indication	Specialty Drug	Adjusted Rxs	Patients	Plan Cost	Plan Cost PMPM	Adjusted Rxs	Patients	Plan Cost	Plan Cost PMPM	Plan Cost PMPM
1	11	WEGOVY	WEIGHT LOSS	N	725	136	\$900,566	\$21.65	492	95	\$615,497	\$17.93	20.8 %
2	15	ZEPBOUND	WEIGHT LOSS	N	578	111	\$559,369	\$13.45	NA	NA	NA	NA	NA
3	2	OZEMPIC	DIABETES	N	632	85	\$549,810	\$13.22	397	60	\$330,074	\$9.61	37.5 %
4	1	MOUNJARO	DIABETES	N	379	54	\$370,617	\$8.91	115	23	\$108,353	\$3.16	182.3 %
5	55	REV/LIMID	CANCER	Y	25	4	\$348,814	\$8.39	NA	NA	NA	NA	NA
6	26	ELIQUIS	ANTICOAGULANT	N	625	94	\$318,698	\$7.66	475	70	\$219,366	\$6.39	19.9 %
7	6	STELARA	INFLAMMATORY CONDITIONS	Y	41	6	\$310,534	\$7.47	23	3	\$206,763	\$6.02	24.0 %
8	4	HUMIRA(CF) PEN	INFLAMMATORY CONDITIONS	Y	35	5	\$260,660	\$6.27	21	3	\$168,000	\$4.89	28.1 %
9	113	POMALYST	CANCER	Y	10	1	\$220,153	\$5.29	NA	NA	NA	NA	NA
10	23	RINVOQ	INFLAMMATORY CONDITIONS	Y	34	5	\$187,881	\$4.52	18	2	\$92,834	\$2.70	67.0 %
11	28	TALTZ AUTOINJECTOR	INFLAMMATORY CONDITIONS	Y	35	5	\$183,614	\$4.41	28	4	\$141,073	\$4.11	7.4 %
12	24	ENBREL SURECLICK	INFLAMMATORY CONDITIONS	Y	31	4	\$177,280	\$4.26	23	4	\$121,190	\$3.53	20.7 %
13	10	JARDIANCE	DIABETES	N	324	44	\$176,996	\$4.26	238	33	\$126,073	\$3.67	15.9 %
14	21	FARXIGA	DIABETES	N	335	51	\$173,932	\$4.18	322	39	\$162,591	\$4.74	-11.7 %
15	16	TREMFYA	INFLAMMATORY CONDITIONS	Y	24	3	\$135,099	\$3.25	20	2	\$99,109	\$2.89	12.5 %
16	12	DUPIXENT PEN	SKIN CONDITIONS	Y	37	5	\$127,088	\$3.06	35	7	\$96,405	\$2.81	8.8 %
17	1557	ABIRA TERONE ACETATE	CANCER	Y	16	2	\$125,738	\$3.02	10	1	\$78,522	\$2.29	32.2 %
18	67	XOLAIR	ASTHMA	Y	75	5	\$123,142	\$2.96	76	6	\$113,445	\$3.30	-10.4 %
19	132	NUCALA	ASTHMA	Y	18	2	\$122,201	\$2.94	8	1	\$57,943	\$1.69	74.1 %
20	78	XIFAXAN	GI DISORDERS	N	40	18	\$102,977	\$2.48	21	12	\$50,348	\$1.47	68.8 %
21	45	XARELTO	ANTICOAGULANT	N	200	28	\$100,390	\$2.41	195	26	\$93,862	\$2.73	-11.7 %
22	34	DUPIXENT SYRINGE	SKIN CONDITIONS	Y	36	5	\$95,591	\$2.30	39	5	\$94,332	\$2.75	-16.4 %
23	86	REXULTI	MENTAL DISEASES	N	69	11	\$93,771	\$2.25	74	12	\$93,429	\$2.72	-17.2 %
24	47	JANUVIA	DIABETES	N	184	25	\$93,047	\$2.24	184	25	\$89,309	\$2.60	-14.0 %
25	59	SKYRIZI ON-BODY	INFLAMMATORY CONDITIONS	Y	10	2	\$91,274	\$2.19	NA	NA	NA	NA	NA
<b>Total Top 25</b>					<b>4,518</b>		<b>\$5,949,243</b>	<b>\$143.02</b>	<b>2,814</b>		<b>\$3,158,517</b>	<b>\$91.99</b>	<b>55.5 %</b>

# APPENDIX I

**SOUTHERN SKYLAND REGIONAL HEALTH INSURANCE FUND  
OPEN PUBLIC MEETING  
OCTOBER 8, 2024  
9:30 AM  
SOMERSET COUNTY**

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

**ROLL CALL OF 2024 EXECUTIVE COMMITTEE:**

Colleen Mahr	Somerset County	Fund Chair	Present
Brian Auger	Somerset Library	Fund Sectary	Present
Dan Hayes	Somerset Parks	Executive Committee Member	Present
Adam Beder	Somerset Vo Tech	Executive Committee Member	Present
Anthony Ferrera	Hillsborough	Executive Committee Member	Present

**FUND PROFESSIONALS PRESENT:**

Executive Director	PERMA Risk Management Services <b>Emily Koval</b> <b>Brandon Lodics</b> <b>Caitlin Perkins</b>
Program Manager	Conner Strong & Buckelew <b>Crystal Bailey</b>
Fund Attorney	Shain Schaffer <b>Joel Shain</b>
Fund Treasurer	<b>Yvonne Childress</b>
Aetna	<b>Jason Silverstein</b>
Express Scripts	<b>Hiteksha Patel</b>
Fund Actuary	
Integrity Health	<b>Lily Lazroe</b>
Fund Auditor	

**ALSO PRESENT:**

Frank Covelli, World Insurance  
John Lajewski, Conner Strong & Buckelew  
Raelene Sipple, Somerset Vo Tech  
Joseph Graham, Fairview  
Deanna Rivera, Library

Theresa Rippalege, Somerset County  
Arge Mardakis, Somerset County  
Bonnie Lacamera, Somerset County  
Janine Erickson, Somerset County Parks  
Karen Gilbert, Raritan Twp  
Melissa Kosensky, County QPA  
Kevin Sluka, Somerville

The attendees introduced themselves.

**MOTION TO APPROVE THE OPEN MINUTES OF JULY 9, 2024**

<b>MOTION:</b>	Commissioner Auger
<b>SECOND:</b>	Commissioner Ferrera
<b>VOTE:</b>	4 Ayes, 0 Nays, 1 Abstain (Commissioner Beder)

**CORRESPONDENCE:** None.

**EXECUTIVE DIRECTOR'S REPORT**

**FINANCIAL REPORTS** - Executive Director reviewed the financials through July which showed a mild loss but highlighted the surplus earning for the closer 2024 year. Executed Director noted that there is 1.3 months retention in the current surplus balance.

**MOTION TO MOVE INTO CLOSED EXECUTIVE SESSION:**

<b>MOTION:</b>	Commissioner Beder
<b>SECOND:</b>	Commissioner Ferrera
<b>VOTE:</b>	All in favor

**EXECUTIVE SESSION** - During the closed executive session, a discussion was held regarding the responses of the RFP for the Medical Third-Party Administrative Services (TPA). Resolution 24-24, which was a handout at the meeting, awarding the Medical TPA contract to Aetna was approved.

**MOTION TO EXIT CLOSED EXECUTIVE SESSION:**

<b>MOTION:</b>	Commissioner Auger
<b>SECOND:</b>	Commissioner Hayes
<b>VOTE:</b>	All in favor

**MOTION TO APPROVE RESOLUTION 24-24 AWARDING THE MEDICAL TPA SERVICES FOR THREE YEARS:**

<b>MOTION:</b>	Commissioner Hayes
<b>SECOND:</b>	Commissioner Auger
<b>VOTE:</b>	All in favor

**2025 SKYLANDS BUDGET - INTRODUCTION** - Ms. Koval reviewed the budget renewal process, which begins with the Fund Actuary reviewing triangle reports that include the experience over the last three years, through June 30 of this year. The Fund Actuary provides a PEPM fee figure for line coverages and based his projection, the overall budget increase of 8.74%. She highlighted the 6.6% increase for medical and 16.30% for prescription. She commented that this prescription increase does include rebates and is lower than the market trend, most likely due to the partnership with Integrity Health Center. Ms. Koval continued to review the executive summary of the 2025 budget that was included as an attachment to the agenda, stating that the stop loss is a projection that was provided by the Fund Underwriter. In response to Chair Mahr, Ms. Koval stated this will be determined early November.

Ms. Koval highlighted the Medicare Advantage legislation impact on the 2025 budget, explaining the impact of the Inflation Reduction Act (IRA), which causes the costs to shift from the employee to the plan sponsor. She stated that the Medical Advantage RFP will be released in hopes that there will be a decrease in the overall increase for this line of coverage. Commissioner Beder questioned if this is a one-year correction, Ms. Koval confirmed that we are not projecting this high of an increase after this year. She also noted that the Health Center is also a projection, which the cost should be provided by mid-October. Ms. Koval reviewed the assessments by line of coverage, noting that each entities assessment will vary based on the lines of coverage. She also noted the five-year history of the budget increases.

Commissioner Beder questioned about providing proactive messaging to members explaining the rationale behind these increases. Ms. Koval stated that groups can connect with their brokers since the challenges are not specifically HIF related but overall market trend. The members agreed with Chair Mahr's question if the members would be interested in receiving a baseline communication that they can distribute through their broker and employees. The group came to consensus that the letter should be addressed to the employees. Commissioner Beder suggested including talking points for retirees and how the IRA impacts their rates. Commissioner Ferrera suggested a comparison to the State Benefits increase.

In response to Chair Mahr inquiry about the increase of the prescription line of coverage, Ms. Bailey confirmed it is based on the discussions that have been taking place within the last couple months regarding GLP-1s, cancer drugs, and inflammatory conditions. She noted the Encircle Program will help and that Humira will be moving to a biosimilar and communications will be provided to members. Chair Mahr agreed that providing information about employee choices of prescriptions plans to help with the cost.

**MOTION TO APPROVE RESOLUTION 25-24 INTRODUCING THE 2025 PROPOSED BUDGET**

<b>MOTION:</b>	Commissioner Auger
<b>SECOND:</b>	Commissioner Hayes
<b>VOTE:</b>	5 Ayes, 0 Nays

**NEW MEMBERS** – Ms. Koval stated there has been five new members in the Fund over the past year so the Fund will take a hiatus to allow the review of the new member’s claims experience before adding new members. The Financial Committee will bring in new membership recommendations when the Fund is at a comfortable spot to grow.

**SPLIT BILLS AND DECEMBER BILLS** – Ms. Koval shared that groups who have split bill arrangements to provide any changes to the enrollment team to provide accurate coupons. Additionally, if the January bills are delayed, members may be paying the December amount twice to ensure cash flow. Ms. Koval noted that the February bills will have the 2025 rates and any adjustments from the January bill and that updates will be provided.

## **PROGRAM MANAGERS REPORT**

Mrs. Bailey reviewed the informational report in the agenda.

### **ELIGIBILITY/ENROLLMENT:**

Please direct any eligibility, enrollment, or system related questions to our dedicated Southern Skyland Regional HIF team. To contact the team, email [somersetcountyinscom@permainc.com](mailto:somersetcountyinscom@permainc.com) or fax to 856-266-9469

System training (new and refresher) is provided to all contacts with WEX access **every 3<sup>rd</sup> Wednesday at 10AM**. Please contact [HIFtraining@permainc.com](mailto:HIFtraining@permainc.com) for additional information or to request an invite.

In the subject line of the email, please include: *Training – Fund Name and Client Name*. Please be sure to add the date of the training you would like to attend in your email so an invite can be sent.

### **OPERATIONAL UPDATES:**

#### **Open Enrollment – 1/1/25 (Passive)**

- Skyland Regional HIF OE will be held October 21<sup>st</sup> through November 1<sup>st</sup>
- All OE updates should be completed in WEX by November 8<sup>th</sup> to allow time for ID cards to be delivered to members by 1/1/25
- 2025 Qualified HDHP Minimums will be updated as follows:
  - Deductible - \$1,650 single/ \$3,300 family
  - Maximum Out of Pocket (MOOP) - \$3,300 single/ \$6,600
- OE guides are currently being updated and will be sent once finalized

Ms. Bailey noted that since the budget introduction is closer to the open enrollment dates, if extra time is needed to please communicate that with the Program Manager team.

#### **Direct Bill Enrollees: Dependent to 31, COBRA and Retirees:**



On behalf of the Fund, WEX will be sending out notices to self-pay enrollees notifying them that their 2025 coupons will likely be received after January 1<sup>st</sup>. For your reference those notices are included in Appendix III of your agenda.

In response to Mr. Lajewski, Ms. Bailey clarified that the letters would include sample rates rather than actual rates for retirees. Mr. Lajewski expressed concern that, given the significant rate changes, retirees may need to make a substantial payment if the coupon books are distributed after January. Ms. Bailey responded that collaboration with WEX is ongoing to ensure timely distribution of the coupons. Ms. Rivera from Somerset County Library mentioned that although she provides the breakdown in a spreadsheet, delays with the coupons persist. Ms. Koval noted that the 2025 rates can be shared with members in advance to keep them informed of any rate increases. Ms. Rivera also asked if WEX could stop sending termination letters, to which Ms. Koval replied this has previously been requested. Ms. Bailey confirmed these complaints are not being unnoticed and has been escalated to senior management.

## **COVERAGE UPDATES:**

### **Onsite Flu Vaccine Clinic Vendor List**

Approved onsite flu vaccine clinic vendors list are included as an attachment sent with the agenda. Skyland Regional HIF does not coordinate onsite flu vaccine clinics, groups can reach out to the vendors directly to schedule.

## **EXPRESS SCRIPTS UPDATE:**

### **2Q2024 SaveOn Savings (1/1/2024 through 6/16/24)**

In 2Q2024, the Skyland Regional Health Insurance Fund has saved \$288,853 for members enrolled in SaveOn, an additional \$139,460 in savings from 1Q2024. There are currently 69 participants in the program, an increase of 13 members compared to 1Q2024. In 2024, Skyland members who used SaveOn saved a total of \$698 in copays. The average savings per prescription to date is \$897. See Appendix for full report.

### **Top 5 Therapeutic Categories:**

- Inflammatory Conditions
  - 37 members, totaling \$138,794 in savings
- Asthma & Allergy
  - 18 members, totaling \$41,609 in savings
- Cancer
  - 8 members, totaling \$77,613 in savings
- Multiple Sclerosis
  - 3 members, totaling \$14,084 in savings
- Endocrine Disorders
  - 1 member, totaling \$7,123 in savings

## Mail Order Drug Removal

**Effective August 19<sup>th</sup>, 2024**, ESI will no longer dispense the drugs on the attached list at their mail order facilities. Member communications have been sent to impacted members.

Please note the following:

- If a patient sends in a new prescription **or** requests a refill or renewal for a medication that is no longer stocked, the order will not be processed and the patient will receive a cancellation communication via their existing communication preference, to do one of the following:
  - Consult with their provider on whether an alternative medication available at home delivery is appropriate
  - Fill their prescription from an alternative pharmacy, such as a retail location in their community
- Only the drugs with the specific NDC noted on the attached are impacted
- ESI will continue to fill the drugs on the list through mail order until they no longer have the stock

Please note the impacted members at the MRHIF level is very small and should have little to no impact to members if following the above guidelines.

## Mail Order - Less than 35-day supply

**Beginning October 22, 2024**, ESI will no longer dispense prescriptions written for less than 35-day supply for most medications at their mail order facilities. Members who want or need to continue filling prescriptions written for less than a 35-day supply, rather than moving to an extended day supply will be required to fill at one of ESI retail participating pharmacies.

There will be a limited number of drug categories where ESI will continue to dispense less than a 35-day supply. These drug categories are limited to drug classes where consolidation or a longer supply is not appropriate, such as the following:

- State and federally controlled drugs
- Over-the-counter medications
- Diabetic supplies
- Some maintenance medications
  - Mood altering medications
  - Sublingual nitroglycerin
  - Warfarin

Members currently receiving less than a 35-day supply from ESI were notified the week of October 8<sup>th</sup>. The communication will inform the member to contact their physician to confirm if a longer day supply is appropriate, and if not, advise them they will need to transfer their existing prescription to a participating retail pharmacy.

## Notice of Creditable Coverage (NOCC)

CMS Annual Open Enrollment period for the 2025 plan year is October 15 – December 7. To meet the

CMS requirement, Express Scripts mailed the NOCC letters the week of September 16<sup>th</sup> to those age 65 and older enrolled in ESI coverage through the HIFs.

### **Encircle Program (GLP-1 Weight Loss)**

#### **Effective September 1, 2024:**

- Members with new prescriptions, including renewal prescriptions for expired prior authorizations (PA), will need to meet the following criteria to be approved for a GLP-1 weight loss medication:
  - BMI  $\geq$  32 OR
  - BMI between  $27 \leq 32$  WITH 2 or more documented comorbidities
- Members with an active approved PA prior to 9/1/2024 will be grandfathered
  - Upon renewal of their PA, members will need to meet the above BMI requirements to be considered for approval
- PA renewals will need to include documentation to support the above BMI requirements for all members, regardless of members have been approved in the past.

#### **Effective January 1, 2025:**

Members who have an approved PA (active and new) will need to meet the following guidelines:

- Members will receive a welcome kit from Omada free of charge. The kit includes a digital scale and information on downloading the mobile app and/or using the web browser. The scale is programmed to the member's ESI active account prior to delivery. The scale will record each weigh-in and will update the member's file automatically. Members must weigh-in a minimum of 4 times a month
- Members must engage with an assigned online Omada coach via a mobile application or web browser a minimum of 4 times a month

If members do not adhere to both of the requirements outlined above, the following month in which they are non-compliant, they will not be able to refill their weight loss prescription. Members will be required to complete the missing weigh-ins and/or online coaching engagement in order to refill their prescription.

Based on the above, communications are being updated and will be sent to members once finalized. Sample communications will be sent once finalized.

### **2024 LEGISLATIVE REVIEW:**

**Medical and Rx Reporting: None**

**No Surprise Billing and Transparency Act- Continued Delays**

The Health Insurance Funds, including Southern Skyland Regional HIF protect plan members from surprise billing with involuntary out of network balance bills with a hold harmless clause:

- Example: an in-network surgeon contracts with an out of network anesthesiologist. Should the out of network anesthesiologist balance bill the patient, the Funds would hold the member harmless, paying up to the invoiced amount.

The law also imposes certain requirements on the Carriers, PBMs and healthcare providers. Many of these requirements continue to be delayed, but we will continue to work with the insurance providers to assure the Southern Skyland Regional HIF remains compliant.

- Issuing updated ID Cards with additional out of pocket information
- Providing transparency in coverage machine-readable files
- Providing price comparison tools
- Healthcare providers should work with insurance carriers to provide potential patients with good faith estimates of costs

**2023 Specialized Audits**

As approved through an RFP through the Program Manager’s contract, the HIFs has acquired the services of AIM to conduct specialized audits for the Southern Skyland Regional HIF. AIM will complete medical claims audits for claims administered by Aetna. The claim audit being performed will determine Aetna’s claim processing and financial accuracy of medical claims. AIM will also perform an Operation Review. Aim will perform an in-depth evaluation of the controls employed by the Aetna to ensure quality administration. This was sent out as an attachment with the agenda.

**Carrier Appeals: None**  
**IRO Submissions: None**

**TREASURER** – Fund Treasurer reviewed the August, September and October Bills Lists and Treasurer’s report through June 2024 which is included in the Agenda.

**MOTION TO APPROVE RESOLUTION 26-24 APPROVING THE TREASURERS REPORT AND BILLS LISTS FOR AUGUST, SEPTEMBER, AND OCTOBER 2024:**

<b>MOTION:</b>	Commissioner Auger
<b>SECOND:</b>	Commissioner Hayes
<b>VOTE:</b>	Unanimous

**ATTORNEY** – Fund Attorney commented on the monitoring of the Trinity Surgical, which is a matter where Aetna attorneys are in a discovery phase and will provide an update as needed.

**INTEGRITY HEALTH** – Ms. Lazroe reviewed the utilization report through August 2024. She highlighted the overall numbers remain consistent, with a small slip in August which is not uncommon since people are typically preparing for the school year. Ms. Lazroe notified the vacancy for the Member Advocacy has been filed and has been beginning to build rapport with members. Ms. Lazroe stated about the Care Coordination Services which does focus on members who are prescribed GLP-1’s and how they are automatically linked to this service for weigh-ins and lifestyle modifications such as an active lifestyle and nutrition are being made and provide a constant monitoring of their weight loss progress. Additionally, Ms. Lazroe notified there is a Pre-Diabetic workshop pilot program that may be rolled out depending on the pilot program data.

Ms. Bailey asked if the Health Center is administering GLP-1 medications to members and if these members are also enrolled in the Encircle and Care Coordination programs to reduce potential frustration from needing to check in with both the Health Center and ESI. Ms. Lazroe clarified that this applies only to members prescribed GLP-1s by a Health Center provider, and members are informed that participation in the Encircle program is also mandatory to ensure prescription refills continue.

Ms. Bailey suggested that communication is clarified for each member to prevent frustration, as feedback has shown that members in these programs often feel burdened by multiple check-ins with the Encircle. Ms. Lazroe agreed, noting that this program is an addition to, not a replacement for, the Encircle program and requested information from the Encircle program that they can share with members.

Ms. Lazroe also mentioned that the Health Center can conduct on-site flu shot clinics for members and invited coordination for scheduling. In response to Ms. Bailey, Ms. Lazroe clarified that this service operates as a pass-through like other vendors, with documentation provided. Mr. Lodic asked if all enrollees have access to this service, and Ms. Lazroe confirmed that an eligibility list is used at the clinics.

Commissioner Beder requested if a comparison report for weight-loss results from the Encircle Program and those that are receiving additional support through the Care Coordination program at the Health Center. Ms. Bailey confirmed they will be able to connect with the Health Center to provide some reporting.

**AETNA:** No representative in attendance, report is in agenda for review.

**EXPRESS SCRIPTS:** Ms. Patel notified that there are five members being impacted on the removal of Humira from the formulary, noting the biosimilar is 85% less expensive. In response to Chair Mahr, Ms. Patel stated that new prescriptions will start on 1/1/25 and existing members will start on 7/1/25 and confirmed communications have been starting to be sent out to those members who will be affected. Ms. Patel reviewed the reports included in the agenda, highlighting that weight loss, skin conditions and cancer as the top indications. She noted the top four drugs are GLP-1s, which the Encircle program should help decrease this in the future.

**OLD BUSINESS** - None.

**NEW BUSINESS** - None.

**MOTION TO OPEN PUBLIC COMMENT:**

MOVED:	Commissioner Auger
SECOND:	Commissioner Beder
VOTE:	All in Favor

**PUBLIC COMMENT** - None

**MOTION TO CLOSE PUBLIC COMMENT:**

MOVED: Commissioner Auger  
SECOND: Commissioner Beder  
VOTE: All in Favor

**MOTION TO ADJOURN:**

MOVED: Commissioner Auger  
SECOND: Commissioner Ferrera  
VOTE: Unanimous

**MEETING ADJOURNED: 10:39 am**

**NEXT MEETING: November 12, 2024 at 9:30 am**

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Minutes prepared by:

Caitlin Perkins, Account Manager

# APPENDIX II

# SouthernSkylands<sup>FUND</sup>

## 2025 Renewal Summary

Dear Southern Skylands HIF Members:

The Southern Skylands Health Insurance Fund is approaching its ninth year of being an independent, successful option for local entity health benefits. The Fund has introduced its 2025 Budget at an overall increase of 8%.

For many reasons, the health benefits market has experienced higher cost claims and increased utilization which have contributed to this. Some of the increases the medical and prescription market are experiencing are:

- High-cost specialty medication utilization increase
- Introduction of high-cost, high popularity GLP1 Weight Loss and Diabetic Medications
- Increase of high-cost cancer medications to the market
- Hospital and facility costs rising and challenging contract negotiations
- Increase out-of-network provider access
- Expanding access to medical care, which has been suppressed by COVID for several years; and
- Increase frequency and severity of high claims (\$50K and above)

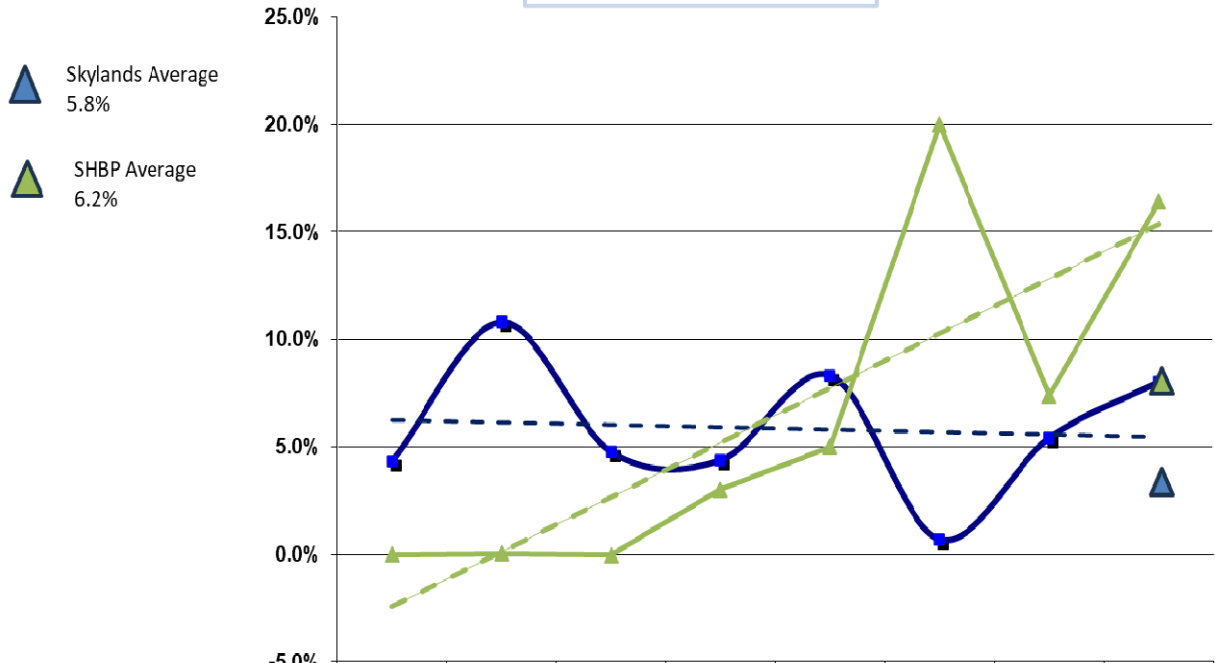
Also, contributing to the Fund's renewal this year, is the *Inflation Reduction Act (IRA)*, which impacts our Medicare Advantage fully insured coverage. The Act passed by the Federal Government in 2022, lessens the out-of-pocket expenses for Medicare enrollees and reduces subsidies available to Medicare Advantage plans. To sustain these financial changes, Medicare Advantage enrollees are passing these costs on through premium increases.

The leadership of the Skylands HIF is committed to providing quality and affordable healthcare for our members and their families. We are working with our Fund Professionals, Third Party Administrators and Broker Partners to review these trends develop strategic programs that promote best practices and consumerism for our membership, for example the implementation of the Encircle Prescription Program, taking effect January 1, 2025.

We will continue to engage with our Broker Partners to communicate these programs and solutions to you and your membership. For your reference, attached is a five-year comparison of the Skylands HIF's renewal performance versus the New Jersey State Health Benefits Plan, which is seeing a 16.4% overall increase for local governments in 2025.



**Skylands HIF  
vs.  
State Health Benefits Program  
Renewal History**



	2018	2019	2020	2021	2022	2023	2024	2025
■ Skylands Adopted Budget Increase	4.3%	10.8%	4.8%	4.4%	8.3%	0.7%	5.4%	8.0%
▲ NJ State Health Benefits Fund - Composite Renewal	0.0%	0.0%	0.0%	3.0%	5.0%	20.0%	7.4%	16.4%