



Greater Tompkins County Municipal Health Insurance Consortium

P.O. Box 7 • Ithaca, New York 14851 • (607) 274-5590

Headquarters: 215 N. Tioga Street, Ithaca, NY 14850

www.healthconsortium.net • consortium@tompkins-co.org

"Individually and collectively we invest in realizing high quality, affordable, dependable health insurance."

AGENDA

Joint Committee on Plan Structure and Design

August 5, 2021 - 1:30 P.M.

Remote by Zoom - Contact consortium@tompkins-co.org for Link

1. Welcome (1:30) J. Bower
2. Changes to the Agenda
3. Approval of June 3, 2021 Minutes
4. Committee Chair's Report (1:35) J. Bower
 - a. Labor Director seats (3)
5. Board of Directors and Executive Committee Chair's Report (1:40) J. Drake
6. Executive Director Report (1:45) E. Dowd
 - a. Introduction of Benefits Specialist
 - b. 2022 Budget Update
 - c. Prescription Benefit Management Contract Update
 - d. Continuation of Remote Meetings
7. Wellness (2:15) E. Dowd
 - a. June – Employee Wellness Month Feedback
 - b. July and August Promotions
8. Financial Update (2:25) R. Spenard
 - a. June/July Financials
 - b. Actuarial Value Update
9. Next Meeting Agenda Topics (2:40)
10. Adjournment (2:45)

Next meeting: October 7, 2021



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MINUTES – DRAFT

Greater Tompkins County Municipal Health Insurance Consortium Joint Committee on Plan Structure and Design June 3, 2021 – 1:30 p.m. Zoom Video Conference Call

Present:

Municipal Representatives: 15 members

Alex Patterson, Town of Aurelius; Mark Witmer, Town of Caroline (arrived at 2:10 p.m.); Eric Snow, Town of Virgil; Judy Drake, Town of Ithaca and Board of Directors Chair; D. Dawson, Village of Horseheads; Mack Cook, City of Cortland; Schelley Michell-Nunn, City of Ithaca; Ronny Hardaway, Village of Lansing; Bud Shattuck, Village of Union Springs; Laura Shawley, Town of Danby (arrived at 1:35 p.m.); Amanda Anderson, Town of Dryden; Sarah Thomas, Tompkins County; Stephanie Redmond, Town of Enfield; Charmagne Rumgay, Town of Lansing; Tom Gray, Town of Sennett

Municipal Representatives via Proxy: 3 members

Tom Brown, Town of Truxton (Proxy – Eric Snow); Betty Conger, Village of Groton (Proxy – Charmagne Rumgay); Schelley Michelle Nunn, City of Ithaca (Proxy – Judy Drake)

Union Representatives: 8 members

James Bower, Bolton Point; Jonathan Walz-Koeppel, TC3 Prof. Admin. Assoc. Unit; Zack Nelson, Ithaca City Admin. Unit; Nancy Webster, TC - Blue Collar Unit - CSEA #855; Ian Tompkins, City of Ithaca DPW Unit; Jeanne Grace, City of Ithaca Executive Unit; Melissa Schmidt, TC3 Faculty Association; Jon Munson, Town of Ithaca Teamsters

Union Representatives via Proxy: 2 members

Teresa Viza, TC Library Staff Unit (Proxy – Jim Bower); Kate Devoe, Tompkins County - Library Professional (Proxy – Jim Bower)

Others in attendance:

Sunday Earle, TC3; Robert Spenard, Paul Pelton, Locey, Locey & Cahill; Corey Prashaw, ProAct; Elin Dowd, Executive Director; Teri Apalovich, Finance Manager, Michelle Cocco, Clerk of the Board; Kelly Lasher, Nora Putnam, Terry Godfrey; Jason Warchal, and Dr. Harris, Excellus; Nicole Zulu, Human Services Coalition; Leslie Moskowitz, City of Ithaca

Call to Order

Mr. Bower, Chair, called the meeting to order at 1:32 p.m.

Changes to the Agenda

There were no changes to the agenda.

Approval of Minutes of April 1, 2021

It was MOVED by Mr. Snow, seconded by Ms. Webster, and unanimously adopted by voice vote by members present, to approve the minutes of April 1, 2021 as submitted. MINUTES APPROVED.

Committee Chair's Report

Mr. Bower reported there continues to be two vacant Labor seats on the Board of Directors. Any member interested in serving were asked to let him or Ms. Dowd know.

Report from Board Chair

Ms. Drake reported the Committee met on May 5th and discussed strategic planning for the Consortium. They are looking at the vision of where the Consortium wants to go, create some aspirations, and work on goals and objectives with the Executive Director. She said as things progress the Committee will be looking at the Open Meetings Law (OML) and how meetings are held going forward. She thinks it has been beneficial, particularly to this Committee to utilize Zoom and asked members to provide feedback on how meetings are held going forward.

Mrs. Shawley arrived at this time.

At the next meeting on July 6th the Committee will begin to discuss the 2022 Budget.

Executive Director

Ms. Dowd said discussions have been taking place on how to keep Committee members engaged. Meeting polls will now be incorporated into meetings as a way to encourage participation and get feedback from members that will help with the Consortium's strategic planning efforts. Ms. Dowd said May is Mental Health month and it is important to check-in to see how people are doing and conducted a poll of how members were feeling. Ms. Dowd reported on Consortium staffing. Teri Apalovich has taken over all of the responsibilities previously performed by Jessica Hobart; any enrollment changes should now go to her.

Ms. Dowd said information related to the BCBS Class Action Lawsuit and on new identification cards being issued has been sent to municipalities and asked if anyone hasn't received this information to let her know. These topics will also be included in the Newsletter that will be distributed shortly.

Ms. Dowd reported the Operations Committee is in the process of reviewing responses to the Request for Proposals (RFP) for Prescription Benefit Management Services and will make a recommendation to the Board in August. The Claims and Appeals Committee is going through the process of reviewing the results of the medical claims audit performed by BMI for 2018 and 2019. This audit looked at how Excellus adjudicates claims according to the Consortium's plan documents. Ms. Dowd reported the Nominations and Engagement Committee is looking at terms that are expiring at year-end and asked members to consider getting more involved and filling a vacant committee.

In response to a question from Ms. Earle, Ms. Lasher of Excellus explained that a new identification card will go to each dependent at the address on file for that dependent. In situations where households are split a subscriber will have to request a second set of cards for a second

Presentation of Excellus Utilization Report

Kelly Lasher, Nora Putnam, Jason Warchal, and Dr. Harris from Excellus presented the Consortium's 2020 Annual Utilization Report of claims incurred January 1, 2020 and paid through March 31, 2021. A copy of the full report is available on the Consortium's website at [http://healthconsortium.net/sites/default/files/Financials/2020/2020%20Greater%20Tompkins%20Consortium%20Annual%20Report%20\(2020\)%2020210603%20Final%20.pdf](http://healthconsortium.net/sites/default/files/Financials/2020/2020%20Greater%20Tompkins%20Consortium%20Annual%20Report%20(2020)%2020210603%20Final%20.pdf)

Highlights from the report are as follows:

- During the year 2020, enrolment has increased by 3% while services were 6% lower. Plan Costs were 2% higher than the prior period.
- Through the end of April 2021 there were 934 members that were fully vaccinated, including 42 members that had the single dose vaccine.
- High Claimants increased from 28 to 32 and high claimant costs accounted for 21% of Plan Costs in 2020. Previously, high claimants had accounted for 19% of plan costs.
- Eight of the top ten claimants are forecasted to have claims over \$50K in 2021.
- MDLive (telemedicine) registration and utilization has increased. Both acute and behavioral health visits were higher in 2020 than in the prior year.
- Emergency Room utilization for low acuity visits has decreased and is comparable to the comparison trend.
- Depression & Anxiety was the top prevalent condition in 2020, representing 26% of the population.

Mr. Witmer arrived at this time.

Ms. Dowd thanked Excellus for the presentation and stated the Committee can use the information to advance education on utilizing the health care benefits that employees have. It can also be used to partner on wellness initiatives such as primary care, preventive health, utilizing the Well Frame application, and effective use of having Excellus Case Managers who are involved in care.

Wellness

At this time a poll of members was initiated asking members if they received information relating to May being Mental Health Awareness Month. A majority of responders indicated they received the information. Ms. Dowd noted that going forward a question will be asked if and how the information is being circulated to employees.

Ms. Dowd said the Consortium will focus on June being Employee Wellness Month and throughout the month will also promote other information such as primary care, preventive health, and the Well Frame application. A third poll was initiated asking for feedback on the June wellness topic and a proposed Employee Well-Being Challenge aimed at getting employees involved in wellness activities. A fourth poll questioned members for ideas of what type of prizes should be offered for winners of the competition. Members were supportive of the holding the Challenge and suggested there be a mix of small and large prizes. Members were supportive of the Challenge and offered suggestions for prizes that included gift certificate for work-out clothes, gift card to local restaurant, admission to State Park, farmers market gift certificate, exercise equipment, gym gift, and Consortium swag items.

A communication will be sent out to Benefit Clerks to announce the Employee Well-Being Challenge and related information for circulation to employees who subscribe to a Consortium benefit plan.

Finance Report

Mr. Spenard provided a financial update through April 30, 2021 and said revenue was 1.8% below budget and overall expenses were 4.6% below budget (medical-6.3% and prescription drug 18%). The net income through this period was \$144,000. Mr. Spenard reported at this time \$.95 of every dollar received goes towards the payment of claims; this continues to demonstrate the Consortium is running in an extremely efficient manner.

Next Agenda Topics

The following items were suggested during the meeting for inclusion in the next agenda:

- Appointment Labor Directors to fill two vacancies;
- Continued education on prescription formulary;
- Follow-up on Excellus and ProAct Utilization Reports
- Wellness Calendar

Adjournment

The meeting adjourned at 3:02 p.m.

Executive Director Report June 2021

Staffing

I am so excited to welcome Kylie Rodrigues to the GTCMHIC team. Kylie is our new Benefits Specialist and will be spending her time working with Benefit Clerks to help with their Consortium needs, especially problem resolution. In addition, Kylie will be building our wellness program and working on how to effectively communicate with our members and subscribers.

I am very excited about the strength of our team. Teri Apalovich is taking on several new responsibilities lessening our reliance on outside resources. Michelle Cocco continues to be a trusted and reliable asset. Most recently Michelle is working on understanding how we can serve all our members while respecting a return to traditional open meetings law. I anticipate being able to spend more time on building relationships with our membership, working on strategic initiatives and continuing to build my knowledge of plan development and program review.

Audit and Finance Committee

The first draft of the 2022 Budget was presented at the June meeting to see how a 5% increase would work to fulfill claims needs, fund reserves, and meet our other budget requests. Obviously, our claims data is immature in June with less than half the year reported. Therefore, Steve Locey will continue to monitor that situation and provide feedback on our trends relative to our plan and the market.

Don Barber continues to research if there is a significant overlap in the HRCA tax created by the Health Care Reform Act of 1996 and the Distressed Provider Assistance Account. Our concern is that local governments are being taxed twice, whereas all other users of the health care system are taxed once. Assembly member Kelles has connected us with legislative counsel to help sort out the differences in each tax and if there is any concern related to dual taxation.

Mack Cook continues to lead efforts to determine the level premiums paid in 2020 and 2021 that might be included in the funding provided by the American Rescue Act. He will report additional information at the next AFC meeting.

Operations Committee - PBM RFP

The Operations Committee has reviewed eight competitive Pharmacy Benefit Manager proposals and has narrowed the candidates down to four based on responses to our initial request. Next, the Committee will review the overall cost of each program and interview candidates on level of service in several areas including customer service, network, access to care, formulary, and the prior authorization process. We are still on track to decide on a new agreement mid-year with an expected commencement to the new agreement by January 1, 2022. Locey & Cahill are working hard to make sure we have the information necessary to review candidates appropriately.

Nominations and Engagement Committee

The Nominations and Engagement Committee supported sending out a Board survey and we had about a 60% return rate. The responses gave us the following insight to how to keep Board members engaged:

- We are effectively communicating and sharing information at an appropriate level.
- Board members wish to continue meeting through a hybrid model that involves both in person and on-line meetings.
- The August meeting should focus on overall plan knowledge and budget information.

Executive Director Report
June 2021

- The Newsletter is being read and the feedback on content is positive.
- There are new members that are willing to serve on committees and in new roles.

The Nominations Committee continues to review the appropriateness of term limits and how we would apply them to our current structure. In addition, they are working on filing committee slots and confirming continued involvement of others in leadership roles.

Claims and Appeals Committee

The Claims and Appeals Committee is continuing to meet to review the BMI Excellus Claims Audit. A final meeting with Excellus was held to review unresolved claims issues. Results of that meeting will be shared at the July meeting and the audit should be reviewed for closure at that time.

The Joint Committee on Plan Structure and Design

At the last Joint Committee on Plan Structure and Design Kelly Lasher, Nora Putnam, Jason Warchal, and Dr. Harris from Excellus presented the Consortium's 2020 Annual Utilization Report of claims incurred January 1, 2020 and paid through March 31, 2021. A copy of the full report is available on the Consortium's website at: [http://healthconsortium.net/sites/default/files/Financials/2020/2020%20Greater%20Tompkins%20Consortium%20Annual%20Report%20\(2020\)%2020210603%20Final%20.pdf](http://healthconsortium.net/sites/default/files/Financials/2020/2020%20Greater%20Tompkins%20Consortium%20Annual%20Report%20(2020)%2020210603%20Final%20.pdf)

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The Joint committee has supported the activities and information shared through our wellness program. Information has been sent out regarding May Mental Health Awareness Month and June's Employee Wellness Challenge.

New Member Presentations

I had a meeting with the Deputy Director of the NYS Department of Financial Services Health Department to discuss our Certificate of Authority application. Alice McKenney has asked that our application be pushed up for review and we hope to hear back by mid- July on our approval.

In the meantime, new member recruiting continues with interest from Seneca Falls, Throop, and Locke. Other municipalities in our area of expected growth have also been in contact with me to advance their application when we receive approval.

Respectfully submitted by Elin R. Dowd, Executive Director, June 30, 2021.



2021 Fiscal Year Budget Performance Report As of June 30, 2021

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Section 1

2021 Fiscal Year-to-Date Income Budget vs Actual Results

2021 Income Budget vs Actual (06/30/2021)

Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC)

2021 Budget Performance Analysis

Results as of: 6/30/2021
of Months: 6

Includes Income Codes 6000 & 6010

	2021 Adopted Budget	2021 Revised Budget	2021 Year-to-Date	2021 Actual Results	Variance	% Difference
Income						
Medical and Rx Plan Premiums *	\$55,875,290.81	\$55,002,327.38	\$27,501,163.69	\$26,853,834.00	-\$647,329.69	-2.35%
9020 Interest	\$45,534.44	\$45,534.44	\$22,767.22	-\$9,890.96	-\$32,658.18	-143.44%
9010 Rx Rebates	\$1,400,000.00	\$1,700,000.00	\$850,000.00	\$515,127.53	-\$334,872.47	-39.40%
9040 Stop-Loss Claim Reimbursements	\$0.00	\$0.00	\$0.00	\$0.00		
9035 Finance Charge Income	\$0.00	\$5,463.46	\$2,731.73	\$0.00	-\$2,731.73	n/a
9030 Other	\$5,463.64	\$0.00	\$0.00	\$0.00		
Total Income	\$57,326,288.89	\$56,753,325.28	\$28,376,662.64	\$27,359,070.57	-\$1,017,592.07	-3.59%

Key Facts:

1. Premium Income was **2.35% below** budget for the first 6-months of the fiscal period. Based on our preliminary analysis, the following factors should have resulted in a lower than expected premium :
 - a. There has been some additional movement of covered members from traditional Indemnity and PPO Plans to the Consortium's Platinum PPO Plan. This movement results in a lower overall premium base, but also lowers claims costs.
 - b. The County of Tompkins moved all Medicare-aged retirees into the Consortium's Medicare Supplement Plan (MS4)

2021 Income Budget vs Actual (06/30/2021)

Key Facts (continued):

- c. The number of contracts insured by the Consortium increased by 3.42% and the number of covered lives grew by only 0.89%. The disparity in this number is primarily due to the County's move to the Consortium's Medicare Supplement Plan for their Medicare-aged retirees and their spouses.

Monthly Average Covered Lives by Fiscal Year

<i>Year</i>	<i>Member</i>	<i>Spouse</i>	<i>Dependent</i>	<i>Total lives</i>
<i>2011</i>	1,995	1,056	1,348	4,400
<i>2012</i>	2,004	1,058	1,386	4,448
<i>2013</i>	2,281	1,228	1,567	5,077
<i>2014</i>	2,269	1,188	1,556	5,012
<i>2015</i>	2,301	1,173	1,546	5,021
<i>2016</i>	2,322	1,186	1,555	5,063
<i>2017</i>	2,397	1,208	1,567	5,172
<i>2018</i>	2,439	1,216	1,546	5,201
<i>2019</i>	2,867	1,436	1,867	6,170
<i>2020</i>	2,943	1,456	1,875	6,274
<i>2021</i>	3,043	1,414	1,873	6,330

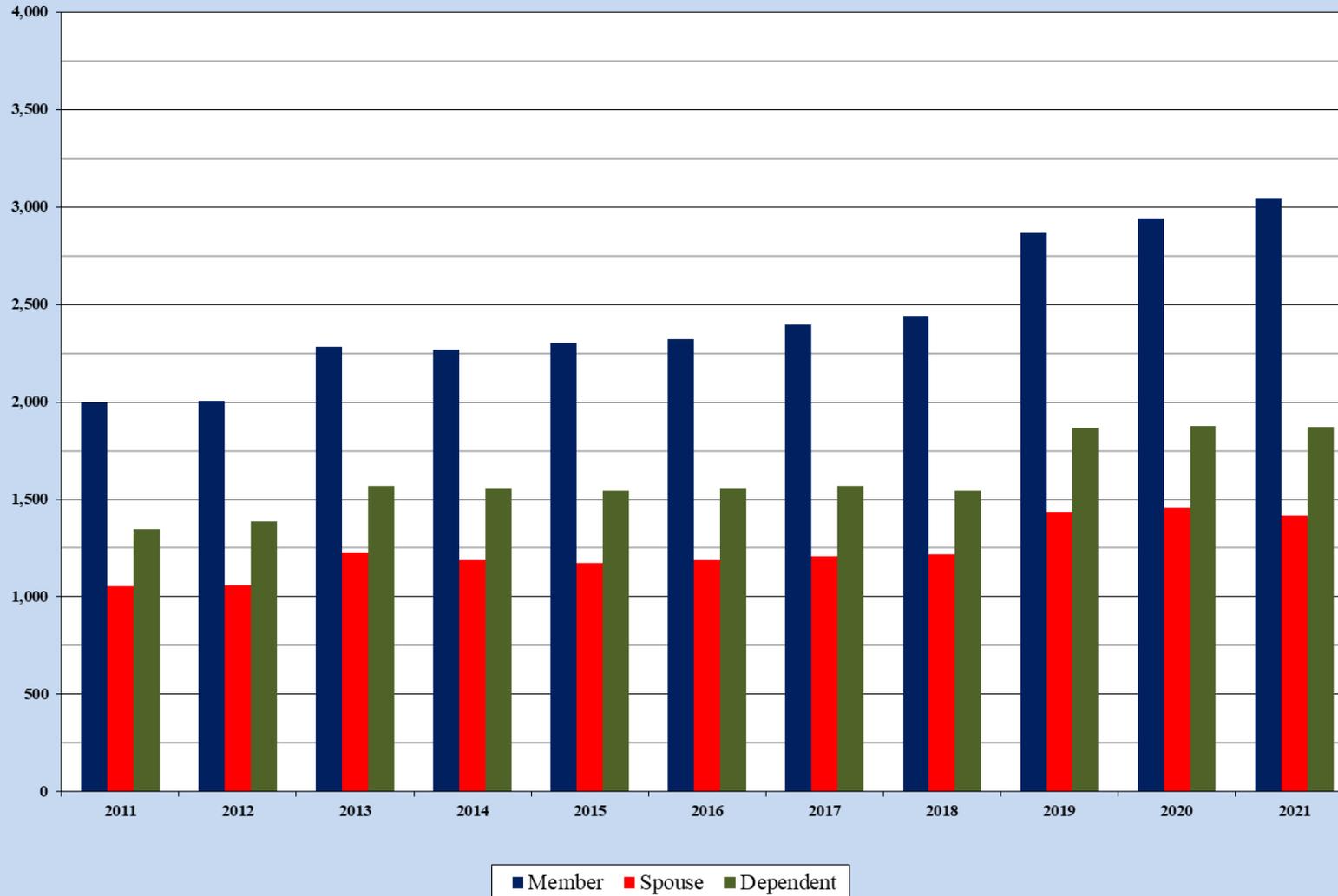
Monthly Average Contract Count by Fiscal Year

<i>Year</i>	<i>Family Contracts</i>	<i>Individual Contracts</i>	<i>Total Contracts</i>	<i>Avg. # of Lives Per Contract</i>	<i>Avg. # of Lives Per Family</i>
<i>2011</i>	1,172	824	1,995	2.205	3.053
<i>2012</i>	1,182	822	2,004	2.220	3.068
<i>2013</i>	1,375	907	2,281	2.225	3.033
<i>2014</i>	1,329	939	2,269	2.209	3.064
<i>2015</i>	1,317	984	2,301	2.182	3.065
<i>2016</i>	1,322	999	2,322	2.181	3.073
<i>2017</i>	1,340	1,058	2,397	2.157	3.071
<i>2018</i>	1,343	1,096	2,439	2.133	3.057
<i>2019</i>	1,586	1,281	2,867	2.152	3.082
<i>2020</i>	1,600	1,342	2,943	2.132	3.082
<i>2021</i>	1,561	1,482	3,043	2.080	3.106

* Member = Employee, Retiree, or COBRA Contract Holder

Greater Tompkins County Municipal Health Insurance Consortium

Average Monthly Covered Lives by Relationship
2011 to 2021 (as of June 30, 2021)



2021 Income Budget vs Actual (06/30/2021)

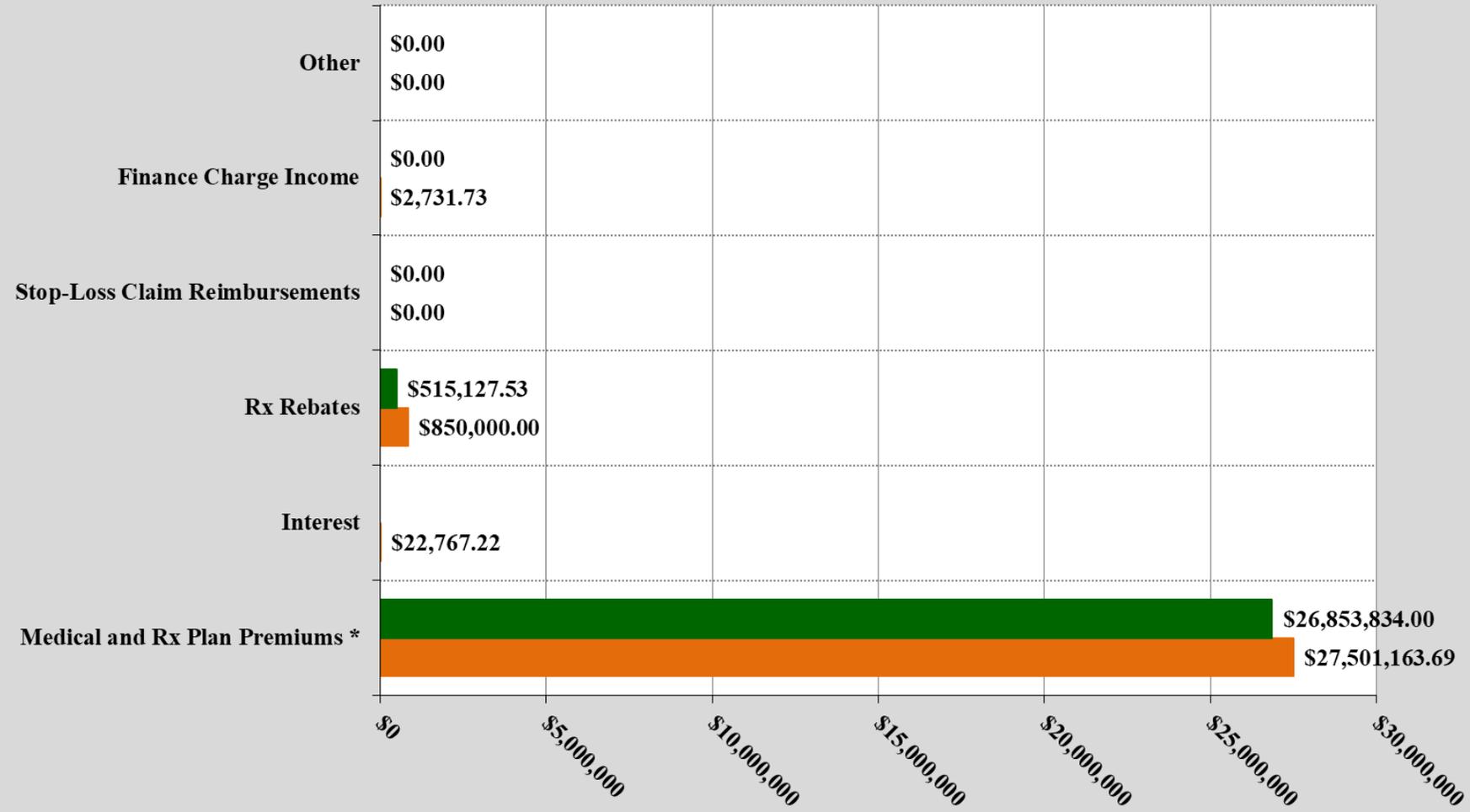
Key Facts (continued):

2. The Consortium invests in notes/bonds which are held to maturity, but record gains and/or losses on a monthly basis (“mark to market”). It should be noted that with interest rates falling dramatically during the COVID-19 pandemic, the Consortium’s budget was greatly reduced relative to expected interest earnings for 2021. To date, the Interest Income is well below the projected levels.
3. The Consortium received a payment of \$515,127.53 in March which represented the 3rd Quarter Rebate Payment for the 2020 Plan Year and the 1st Quarterly payment received for the 2021 Fiscal Year. The 2nd rebate payment for 2021 was delayed a bit as it was not received until July 2021. We anticipate that the remaining payments will be on time.
4. The Consortium did not receive any reimbursements for claims which exceeded the Specific Stop-Loss Insurance Deductible of \$1 million. To date, there have been no claims in excess of \$1,000,000 for this year or the previous year.
5. There was nothing recorded in Finance Charge Income and there were no receipts recorded in the “Other” income category as of June 30th. Even when the Consortium does register some miscellaneous income, the impact is negligible at best and has very little effect on the overall net position of the Consortium.

Greater Tompkins County Municipal Health Ins. Consortium

2021 Income Distribution

January 1, 2021 to June 30, 2021

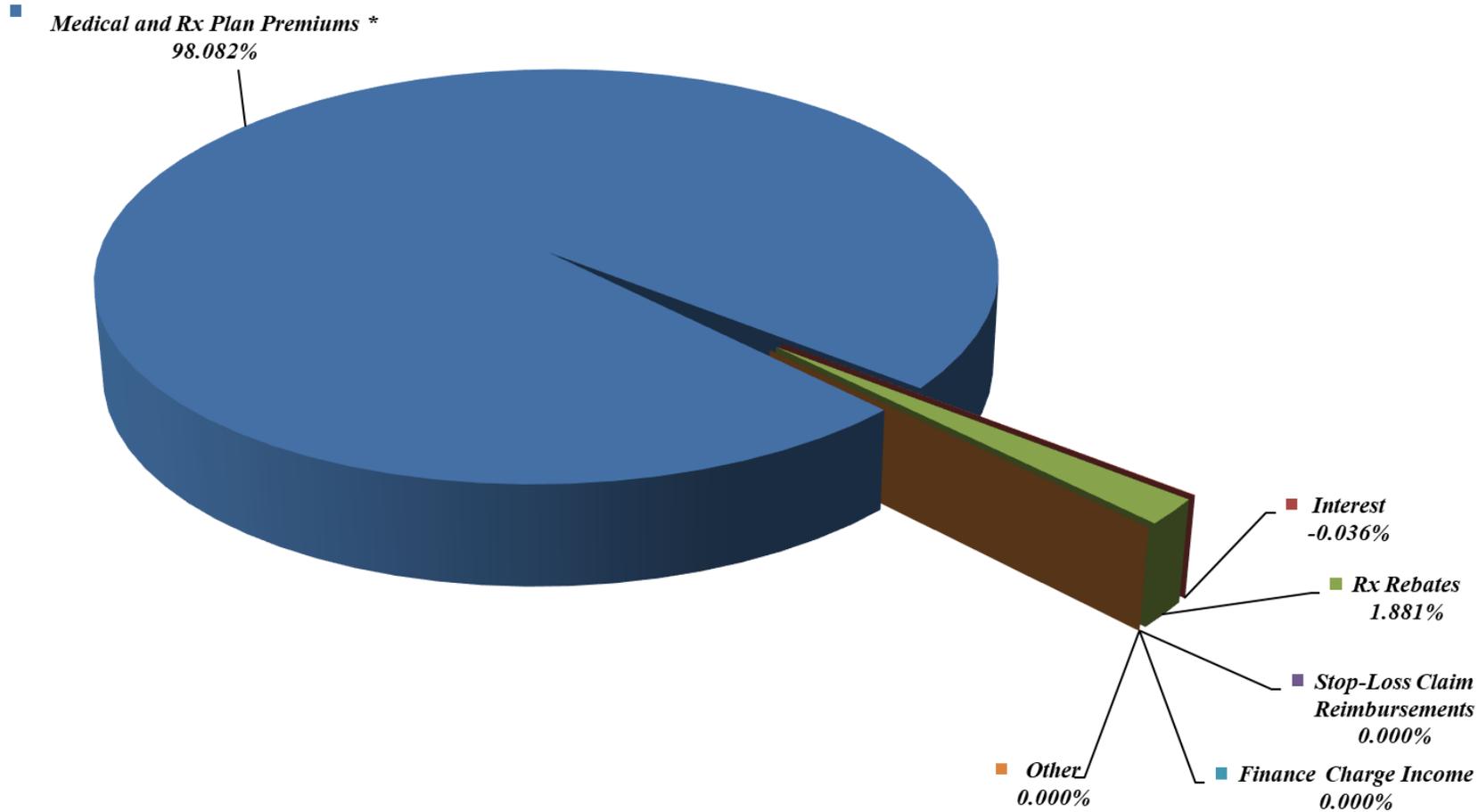


■ 2021 Actual Income ■ 2021 Budgeted Amounts

Greater Tompkins County Municipal Health Ins. Consortium

2021 Income Distribution

January 1, 2021 to June 30, 2021





Section 2

2021 Fiscal Year-to-Date
Expense Budget vs Actual Results

2021 Expense Budget vs Actual Results (06/30/2021)

Includes Expense Codes 8081, 8082, & 8083

Balance Sheet Item 3500

		2021	2021	2021	2021	Variance	% Difference
		Adopted Budget	Revised Budget	Year-to-Date	Actual Results		
Expenses							
8090	Medical Paid Claims	\$39,058,334.44	\$38,838,424.24	\$19,419,212.12	\$18,317,454.04	-\$1,101,758.08	-5.67%
	Advance Deposit / Pre-Paid Claims	\$109,150.71	\$109,150.71	\$0.00	\$0.00		
8120	Rx Paid Claims - ProAct	\$15,355,131.00	\$15,355,131.00	\$7,677,565.50	\$7,827,816.36	\$150,250.86	1.96%
8121	Rx Paid Claims - CanaRx	\$150,108.45	\$150,108.45	\$75,054.23	\$71,496.20	-\$3,558.03	-4.74%
8084	Flu Clinic Fees	\$15,000.00	\$15,000.00	\$7,500.00	\$0.00	-\$7,500.00	-100.00%
8050	Medical Admin Fees	\$1,440,535.40	\$1,477,304.64	\$738,652.32	\$731,355.13	-\$7,297.19	-0.99%
	Rx Admin Fees	\$200,930.34	\$200,930.34	\$100,465.17	\$107,358.17	\$6,893.00	6.86%
8091	NYS Covered Lives Assessment	\$373,317.01	\$373,317.01	\$186,658.51	\$173,356.65	-\$13,301.86	-7.13%
9060	ACA PCORI Fee	\$17,987.06	\$17,987.06	\$0.00	\$0.00		
8110	Specific Stop-Loss Insurance (Actual)	\$302,450.00	\$273,000.00	\$136,500.00	\$133,268.54	-\$3,231.46	-2.37%
8000	Accounting Fees	\$25,750.00	\$25,750.00	\$12,875.00	\$12,800.00	-\$75.00	-0.58%
8010	Actuarial Fees	\$53,045.00	\$15,000.00	\$7,500.00	\$8,500.00	\$1,000.00	13.33%
8020	Audit Fees (Financial)	\$13,390.00	\$13,390.00	\$13,390.00	\$14,000.00	\$610.00	4.56%
8021	Audit Fees (Claims)	\$41,200.00	\$41,200.00	\$20,600.00	\$20,750.00	\$150.00	0.73%
8055	Consultant Fees (Barber)	\$25,000.00	\$20,000.00	\$10,000.00	\$6,000.00	-\$4,000.00	-40.00%
8030	Consultant Fees (L&C)	\$90,176.50	\$90,176.50	\$45,088.25	\$44,490.00	-\$598.25	-1.33%
8070	Legal Fees	\$12,360.00	\$12,360.00	\$6,180.00	\$1,320.00	-\$4,860.00	-78.64%
8065	Wellness Program Costs	\$25,000.00	\$25,000.00	\$12,500.00	\$1,077.89	-\$11,422.11	-91.38%
66001	Executive Director (Salary)	\$94,760.00	\$93,636.00	\$46,818.00	\$46,817.94	-\$0.06	0.00%
66002	Fringe Benefits	\$67,980.00	\$110,374.87	\$55,187.44	\$25,134.25	-\$30,053.19	-54.46%
66003	Clerk of the Board (Salary)	\$37,080.00	\$72,134.40	\$36,067.20	\$35,815.77	-\$251.43	-0.70%
66004	Admin/Comp Asst (Salary)	\$52,530.00	\$0.00	\$0.00	\$0.00		
66005	Benefits Specialist (Salary)	\$41,250.00	\$43,680.00	\$21,840.00	\$0.00	-\$21,840.00	n/a
66006	Finance Manager (Salary)	\$0.00	\$73,000.00	\$36,500.00	\$16,153.80	-\$20,346.20	-55.74%
8060	Insurances (D&O / Prof. Liability)	\$48,070.00	\$50,850.00	\$25,425.00	\$25,293.97	-\$131.03	-0.52%
8041	Internal Coordination (Finance)	\$80,000.00	\$68,660.00	\$34,330.00	\$35,340.62	\$1,010.62	2.94%
8042	Internal Coordination (Support)	\$0.00	\$0.00	\$0.00	\$0.00		
8040	Internal Coordination Fees (Other)	\$0.00	\$0.00	\$0.00	\$0.00		
8045	Internal Coordination (Town of Ithaca)	\$7,210.00	\$7,210.00	\$3,605.00	\$3,000.00	-\$605.00	-16.78%
8044	Internal Coordination (IT Support)	\$11,845.00	\$11,845.00	\$5,922.50	\$6,295.00	\$372.50	6.29%
9065	Marketing Expenses	\$2,500.00	\$2,500.00	\$1,250.00	\$213.48	-\$1,036.52	-82.92%
9055	Investment Management Services	\$26,780.00	\$14,000.00	\$7,000.00	\$8,871.66	\$1,871.66	26.74%
8150	Supplies Expense	\$2,500.00	\$2,500.00	\$1,250.00	\$650.58	-\$599.42	-47.95%
8151	Computer Equipment	\$5,150.00	\$5,150.00	\$2,575.00	\$2,118.28	-\$456.72	-17.74%
8152	Lease Expense / Parking Fees	\$9,500.00	\$9,500.00	\$4,750.00	\$4,514.85	-\$235.15	-4.95%
8153	Mileage- Travel Expenses	\$1,000.00	\$1,000.00	\$500.00	\$0.00	-\$500.00	-100.00%
9060	Other Expenses / Supplies	\$10,927.27	\$10,927.27	\$5,463.64	\$4,297.59	-\$1,166.05	-21.34%
Total Expenses		\$57,807,948.19	\$57,630,197.49	\$28,758,224.86	\$27,685,560.77	-\$1,072,664.09	-3.73%

2021 Expense Budget vs Actual Results (06/30/2021)

	<i>2021 Adopted Budget</i>	<i>2021 Revised Budget</i>	<i>2021 Year-to-Date</i>	<i>2021 Actual Results</i>	<i>Variance</i>	<i>% Difference</i>
<i>Expenses</i>						
Paid Claims	\$54,687,724.60	\$54,467,814.40	\$27,179,331.85	\$26,216,766.60	-\$962,565.25	-3.54%
Claims Admin. Fees	\$1,641,465.74	\$1,678,234.98	\$839,117.49	\$838,713.30	-\$404.19	-0.05%
Stop-Loss	\$302,450.00	\$273,000.00	\$136,500.00	\$133,268.54	-\$3,231.46	-2.37%
Taxes and Fees	\$391,304.07	\$391,304.07	\$186,658.51	\$173,356.65	-\$13,301.86	-7.13%
Professional Services	\$285,921.50	\$242,876.50	\$128,133.25	\$108,937.89	-\$19,195.36	-14.98%
Insurance/Internal Fees	\$499,082.27	\$576,967.54	\$288,483.77	\$214,517.79	-\$73,965.98	-25.64%
Total Expenses	\$57,807,948.19	\$57,630,197.49	\$28,758,224.86	\$27,685,560.77	-\$1,072,664.09	-3.73%
Net Income	-\$481,659.30	-\$876,872.21	-\$381,562.22	-\$326,490.20	\$55,072.02	

The above provides an “easier to read” summary version of the expense data for the Consortium through June 30, 2021. As you will note, the paid claims which collectively include medical, prescription drug, CanaRx, Flu Clinic and any pre-paid claims account for 94.695% of the total expenses of the Consortium through the first half of 2021. We show the overall paid claims and advance deposit (pre-payment of claims) to be 3.54% below budget for the 2021 Fiscal Year-to-Date.

2021 Expense Budget vs Actual Results (06/30/2021)

Key Facts:

1. Over the past several months, we have worked with the Consortium's Executive Director and Financial Team to allocate budgeted funds into their correct expense line-item based on their code. This was done to provide a more detailed and accurate summary of the internal and external professional support costs. In addition, we updated some of the budget numbers based on the addition of new members and changes in enrollment by existing members.
2. Being only six (6) months into the fiscal period many of the expense items are well below budget. Some items are an annual expense and have not been billed to the Consortium. We anticipate these items will be more in line with the budget as the Consortium works its way through the fiscal year.
3. For new members added to the Consortium, we did not anticipate their paid claims being mature until the 3rd month or so as the "run-out" claims (claims incurred on or before December 31, 2020) are the responsibility of their prior insurance carrier.

2021 Expense Budget vs Actual Results (06/30/2021)

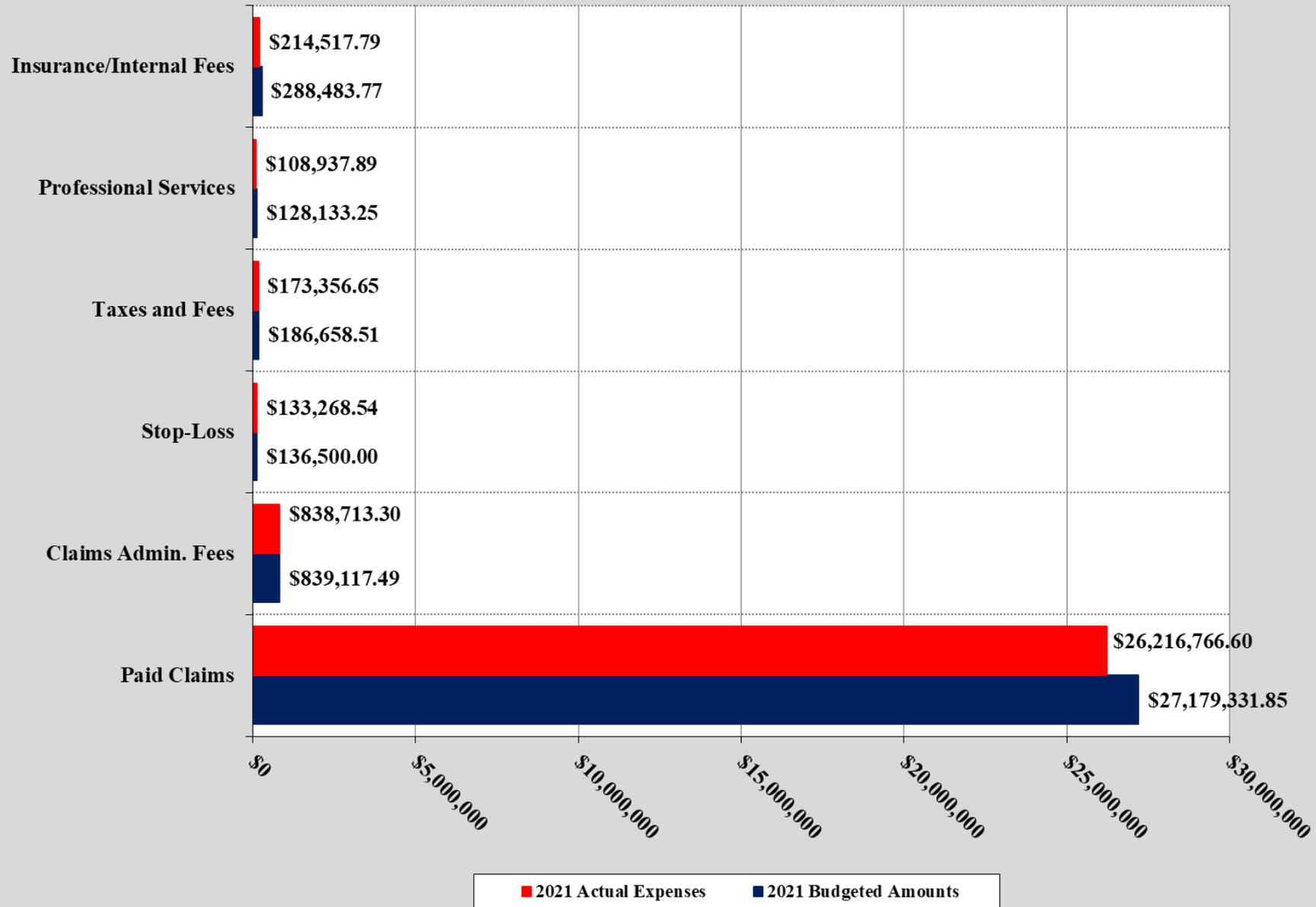
Key Facts:

5. Medical Paid Claims in the first 6-months were **5.67% below the projected budget** for the year and this is the result of:
 - a) An increase in the covered lives ($\uparrow 0.89\%$) and in the number of contracts ($\uparrow 3.42\%$) skews the early 2021 medical paid claims due to the “run-in lag”.
 - b) Increased member participation in lower cost health insurance plans, like the Platinum Plan and the Medicare Supplement Plan by several employer groups.
 - c) A substantial decrease in elective and/or minor medical procedures being performed as a result of the impact of the COVID-19 pandemic on the medical community.
6. Rx Paid Claims were **1.96% above budget** for the first 6-months of the 2021 Fiscal Year. As we stated last year, we were keeping a close eye on the pharmacy paid claims trend which led to adjustments to our trend models during the budget development process for the 2021 Fiscal Year. It should be noted that based on our analysis, the recent pandemic did not substantively change the cost of pharmaceutical claims and therefore we do not believe any prior deviation from the trend was related to COVID-19.

Greater Tompkins County Municipal Health Ins. Consortium

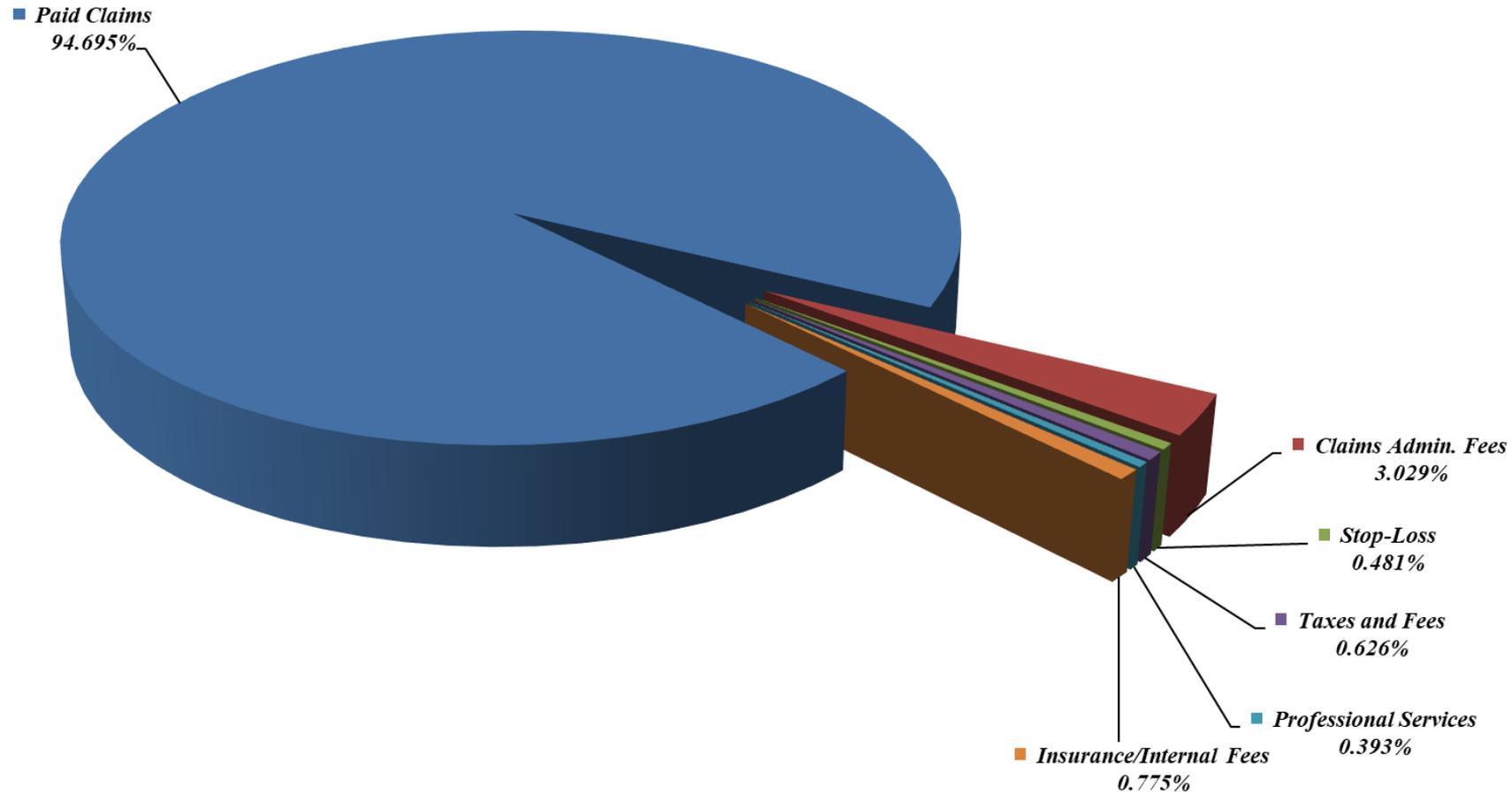
2021 Expense Distribution

January 1, 2021 to June 30, 2021



Greater Tompkins County Municipal Health Ins. Consortium

2021 Expense Distribution
January 1, 2021 to June 30, 2021

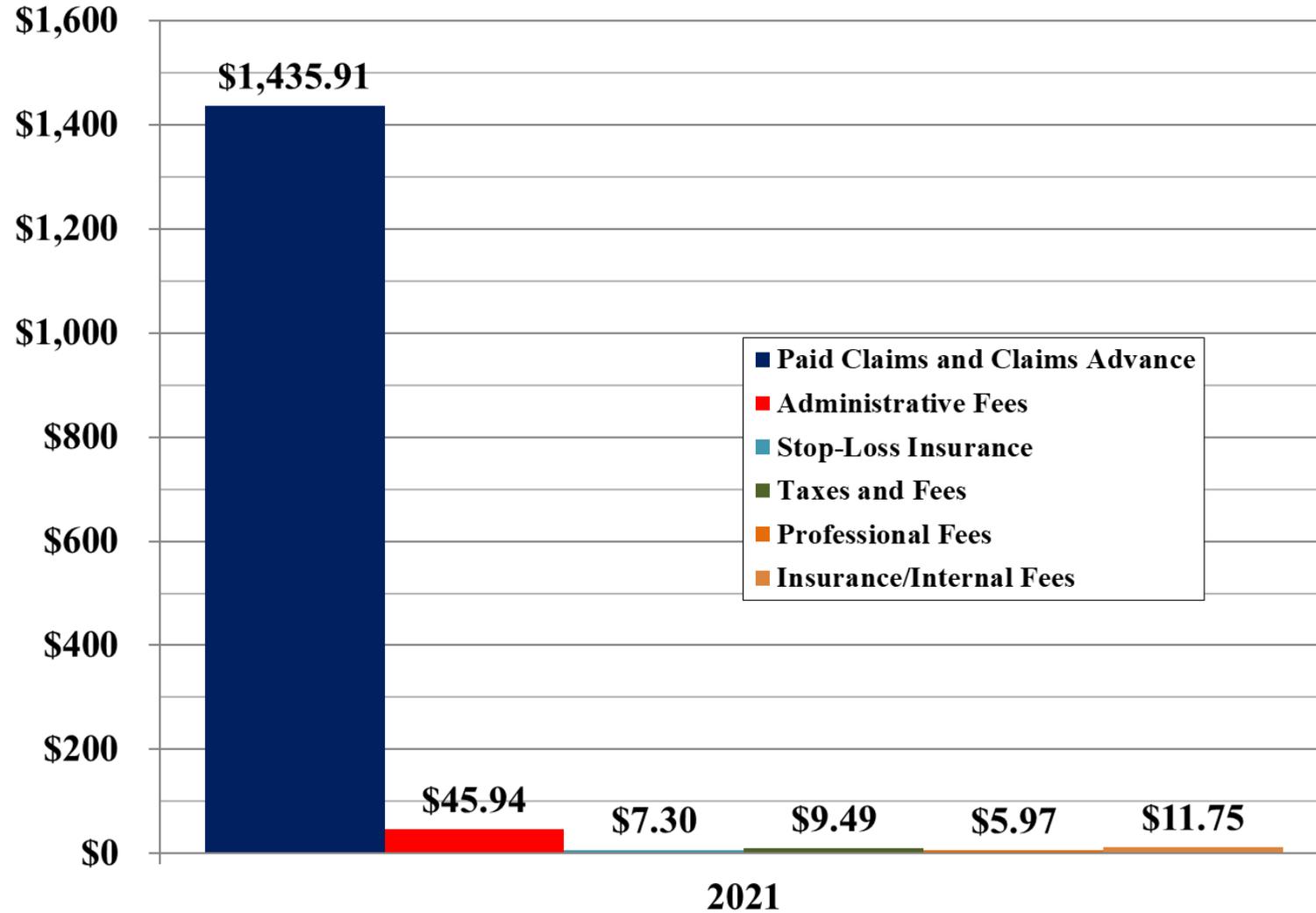


■ Paid Claims ■ Claims Admin. Fees ■ Stop-Loss ■ Taxes and Fees ■ Professional Services ■ Insurance/Internal Fees

Greater Tompkins County Municipal Health Insurance Consortium

2021 Expense Distribution Per Contract Per Month

January 1, 2021 to June 30, 2021



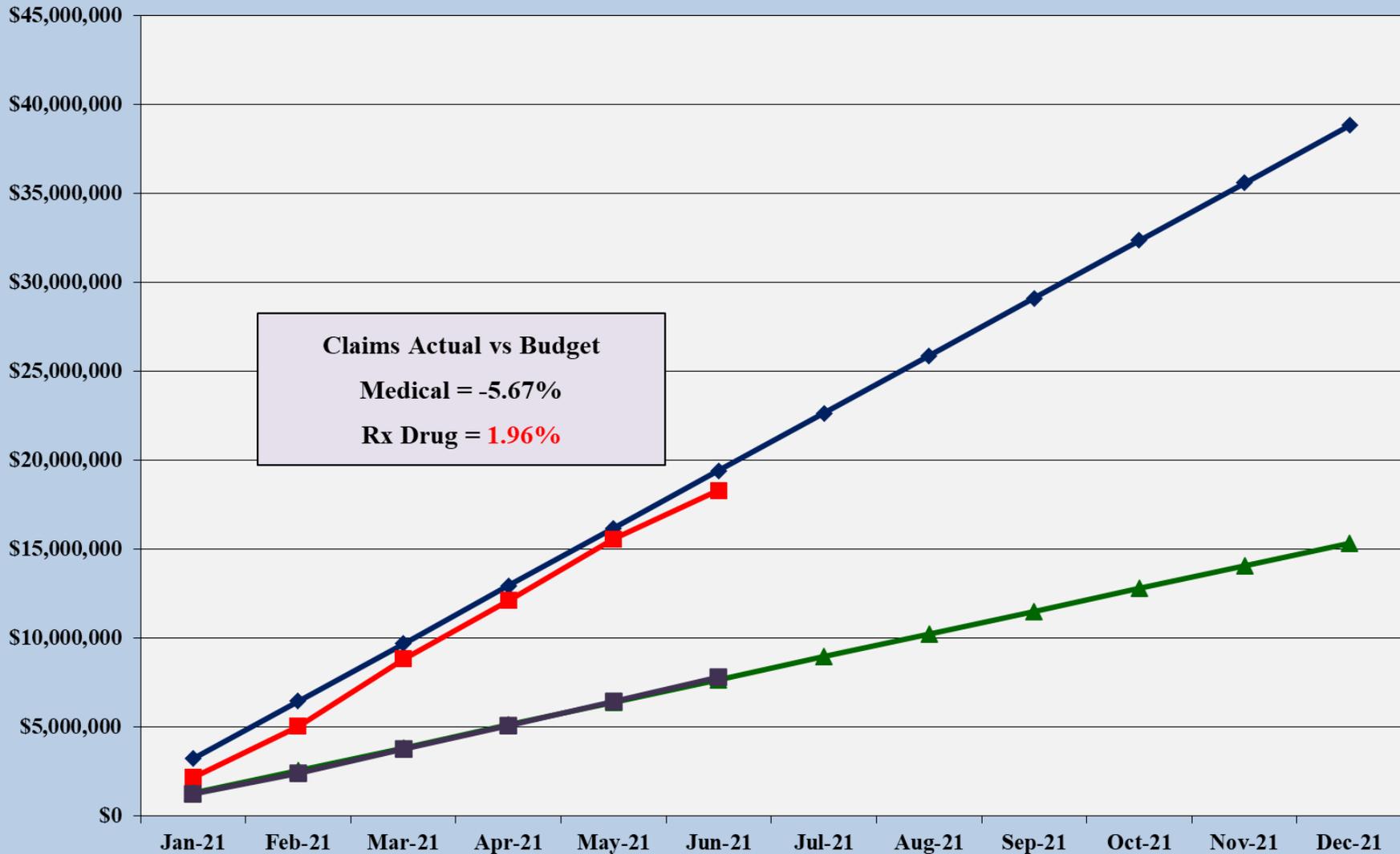


Section 3

2021 Fiscal Year-to-Date
Paid Claims Budget vs Actual Results

Greater Tompkins County Municipal Health Insurance Consortium

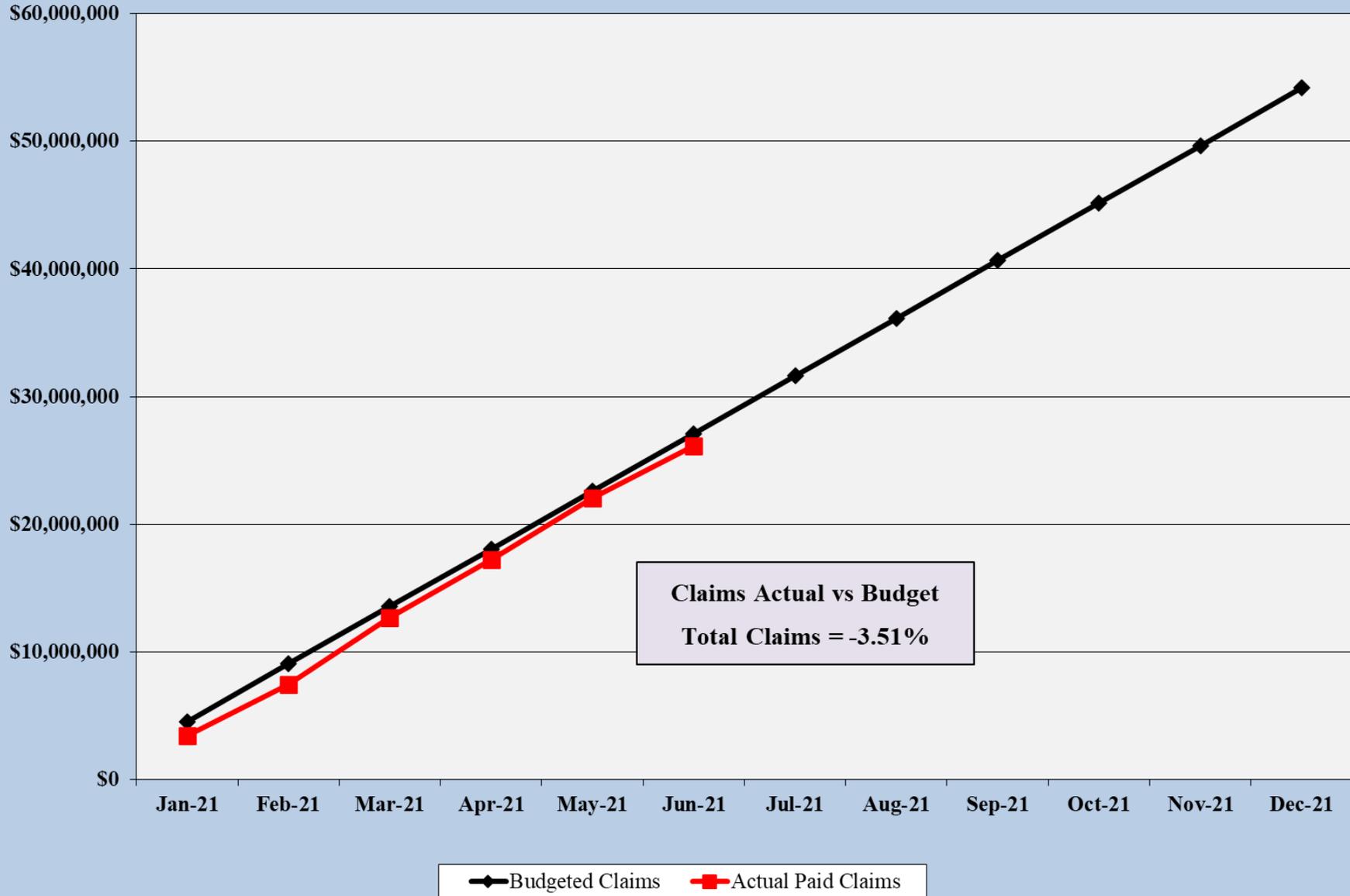
2021 Cumulative Paid Claims and Budgeted Claims by Month



◆ Medical Plan Budgeted Claims
 ■ Medical Plan Actual Paid Claims
 ▲ Rx Plan Budgeted Claims
 ■ Rx Paid Claims

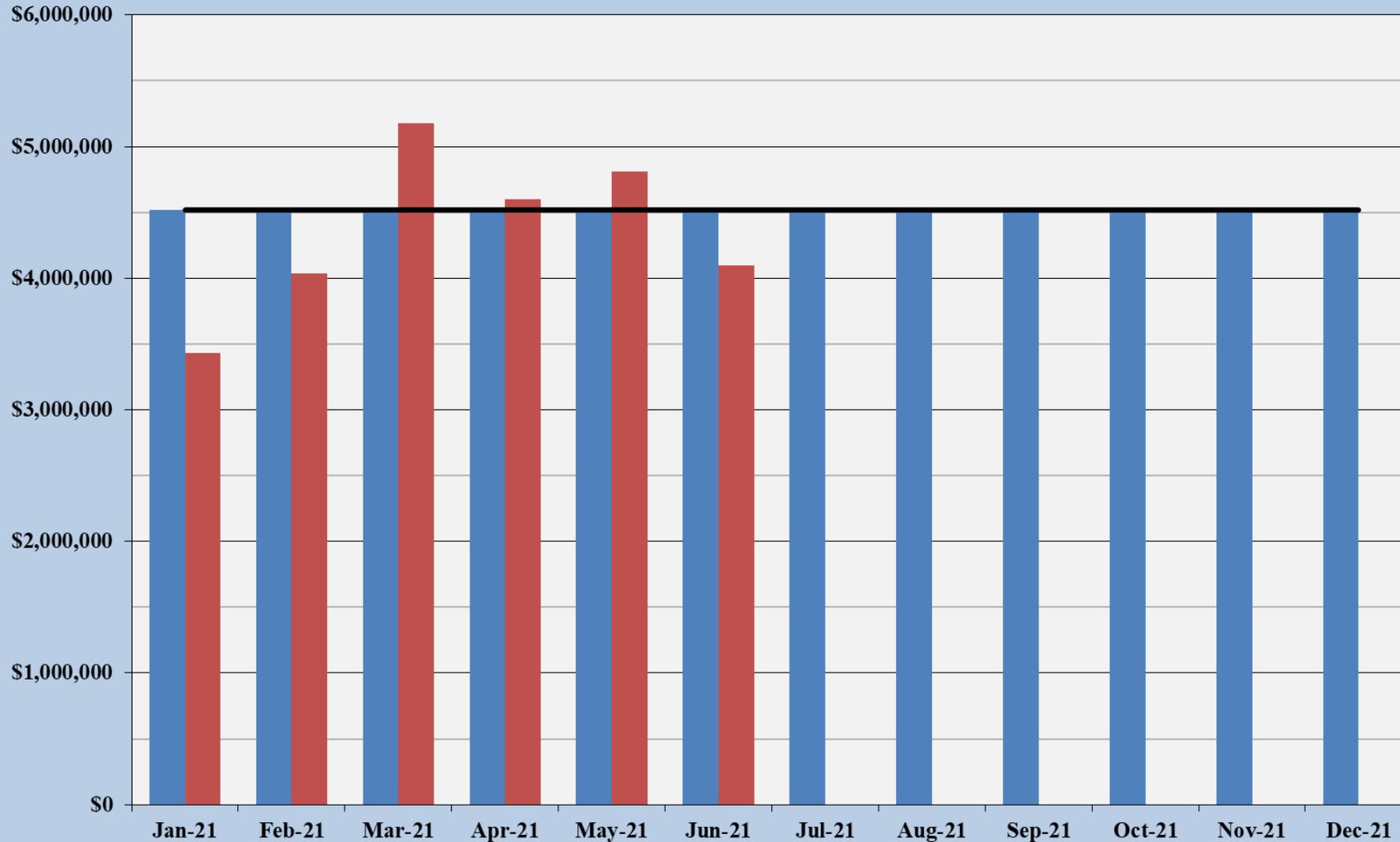
Greater Tompkins County Municipal Health Insurance Consortium

2021 Cumulative Paid Claims and Budgeted Claims by Month



Greater Tompkins County Municipal Health Insurance Consortium

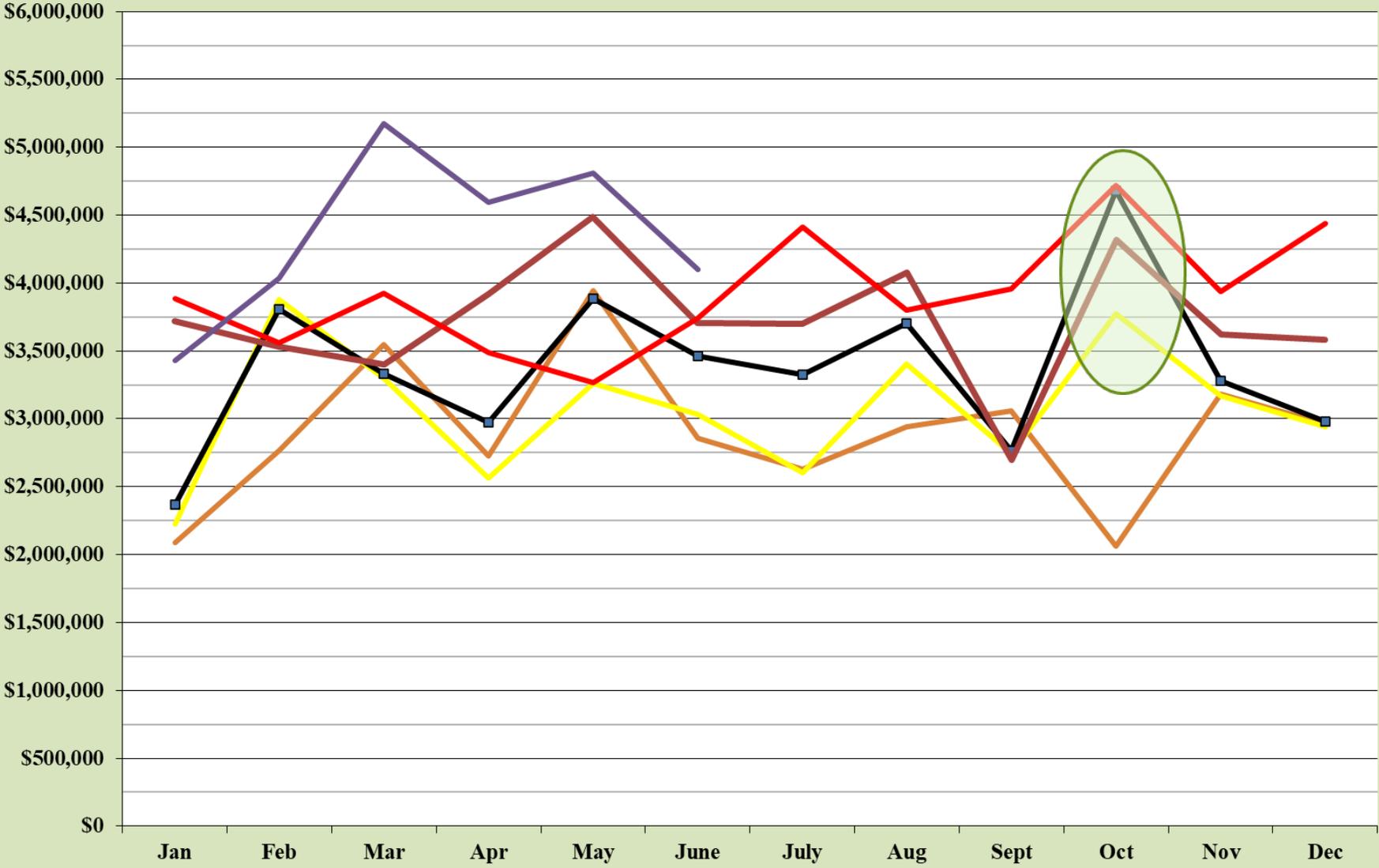
2021 Budgeted vs Actual Paid Claims by Month



Legend: Budgeted Claims (blue bar), Actual Paid Claims (red bar), Linear (Budgeted Claims) (black line)

Greater Tompkins County Municipal Health Ins Consortium

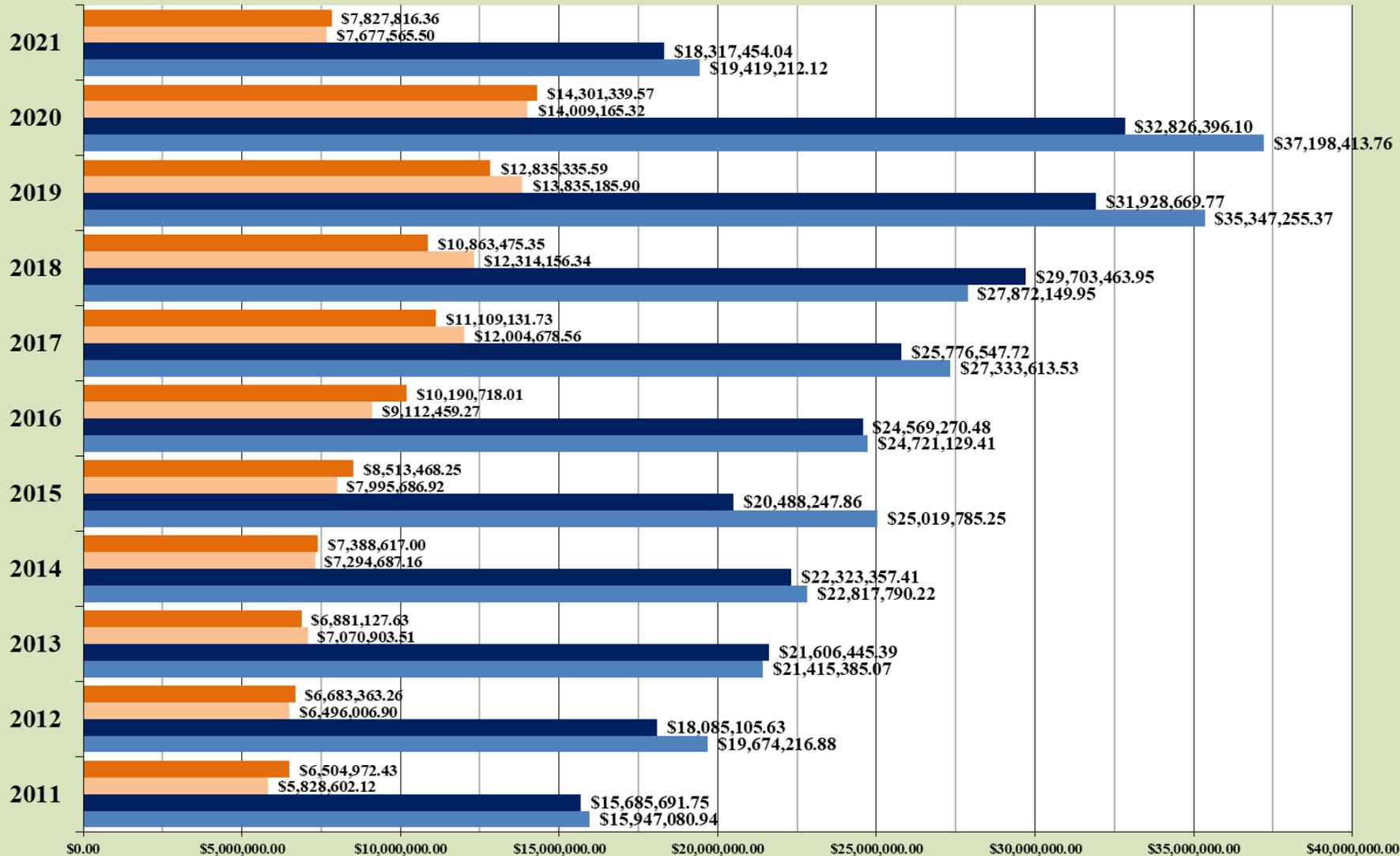
2016-2021 Monthly Paid Claims by Fiscal Year



— 2016
 — 2017
 —■— 2018
 — 2019
 — 2020
 — 2021

Greater Tompkins County Municipal Health Ins Consortium

2011-2021 (as of 06/30/2021) Annual Paid Claims v Budgeted Claims

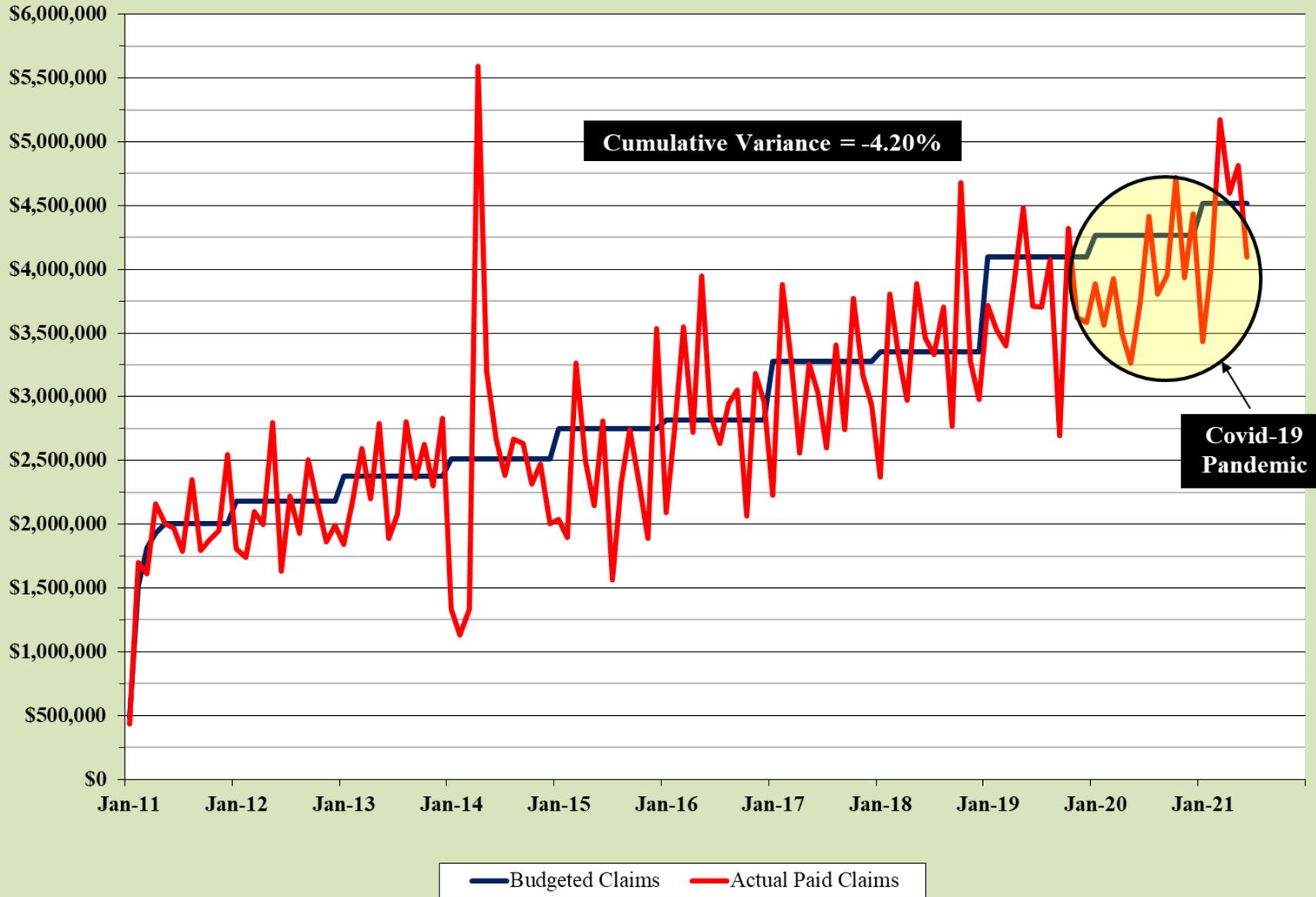


■ Actual Rx Claims
 ■ Budgeted Rx Claims
 ■ Actual Medical Claims
 ■ Budgeted Medical Claims

Greater Tompkins County Municipal Health Ins Consortium

2011-2021 Monthly Paid Claims v Budgeted Claims

January 1, 2011 to June 30, 2021



APPROVED
**MEDICAL
CLAIM**



Section 4

High-Cost Claimants
Catastrophic Self-Insurance Pool

Large Loss and Catastrophic Claims History

Greater Tompkins County Municipal Health Insurance Consortium

Large Loss and Catastrophic Claims History (as of June 30, 2021)

Fiscal Year	Specific Stop-Loss Deductible	Number of Covered Lives	# of Claimants with Claims >\$100,000	# of Claimants with Claims >\$200,000	# of Claimants with Claims >\$300,000	# of Claimants with Claims >\$400,000	# of Claimants with Claims >\$500,000	Total Large Loss Claims Paid	Claim Dollars in Excess of Deductible	Stop-Loss Insurance Premium Paid
2011	\$250,000.00	4,400	13	3	1	0	0	\$2,357,898.22	\$146,063.45	\$384,392.52
2012	\$275,000.00	4,448	16	6	3	2	1	\$3,904,221.28	\$1,136,196.38	\$361,366.41
2013	\$300,000.00	5,077	22	7	4	1	0	\$4,079,308.91	\$292,967.64	\$592,381.65
2014	\$300,000.00	5,012	18	6	1	1	0	\$3,494,872.81	\$184,734.14	\$720,784.39
2015	\$400,000.00	5,021	23	2	1	1	1	\$3,722,006.77	\$125,880.36	\$642,080.30
2016	\$400,000.00	5,063	39	4	1	1	1	\$6,070,055.86	\$242,433.49	\$766,281.18
2017	\$450,000.00	5,172	24	12	1	1	0	\$3,057,208.40	\$8,294.21	\$738,819.42
2018	\$600,000.00	5,201	45	10	4	3	3	\$8,913,105.20	\$453,672.85	\$442,185.54
2019	\$600,000.00	6,174	46	14	3	2	1	\$8,874,919.83	\$29,295.28	\$693,190.30
2020	\$1,000,000.00	6,277	60	18	5	3	1	\$11,290,214.72	\$0.00	\$264,390.72
2021	\$1,000,000.00	6,330	18	5	0	0	0	\$2,996,506.34	\$0.00	\$133,268.54
Totals		58,175	324	87	24	15	8	\$58,760,318.34	\$2,619,537.80	\$5,739,140.97
Averages	\$506,818.18	5,289	29.455	7.909	2.182	1.364	0.727	\$5,341,847.12	\$261,953.78	\$593,497.97

Overall Stop-Loss Insurance Loss Ratio (Paid Claims ÷ Premium) = 45.64%

Large Loss and Catastrophic Claims History

Fiscal Year	Specific Stop-Loss Deductible	Number of Covered Lives	Number of Large Loss Claimants	Large Loss Claimants % of Covered Lives	Stop-Loss Insurance Premium Paid	Total Large Loss Claims Paid	Annual Paid Claims Total	Large Loss Claims % of Total Claims	Catastrophic Claims Reserve	Catastrophic Reinsurance Pool Payments
2011	\$250,000.00	4,400	13	0.30%	\$384,392.52	\$2,357,898.22	\$22,190,664.18	10.63%	n/a	n/a
2012	\$275,000.00	4,448	16	0.36%	\$361,366.41	\$3,904,221.28	\$24,768,468.89	15.76%	n/a	n/a
2013	\$300,000.00	5,077	22	0.43%	\$592,381.65	\$4,079,308.91	\$28,487,573.02	14.32%	n/a	n/a
2014	\$300,000.00	5,012	18	0.36%	\$720,784.39	\$3,494,872.81	\$29,711,974.41	11.76%	\$600,000.00	n/a
2015	\$400,000.00	5,021	23	0.46%	\$642,080.30	\$3,722,006.77	\$29,001,716.11	12.83%	\$1,050,000.00	n/a
2016	\$400,000.00	5,063	39	0.77%	\$766,281.18	\$6,070,055.86	\$34,338,926.47	17.68%	\$1,050,000.00	n/a
2017	\$450,000.00	5,172	24	0.46%	\$738,819.42	\$3,057,208.40	\$36,885,679.45	8.29%	\$1,350,000.00	n/a
2018	\$600,000.00	5,201	45	0.87%	\$442,185.54	\$8,913,105.20	\$40,566,939.30	21.97%	\$2,000,000.00	n/a
2019	\$600,000.00	6,174	46	0.75%	\$693,190.30	\$8,874,919.83	\$44,764,005.36	19.83%	\$2,800,000.00	n/a
2020	\$1,000,000.00	6,277	60	0.96%	\$264,390.72	\$11,290,214.72	\$47,284,890.14	23.88%	\$4,500,000.00	\$0.00
2021	\$1,000,000.00	6,330	18	0.28%	\$133,268.54	\$2,996,506.34	\$26,145,270.40	11.46%	\$4,500,000.00	\$0.00
Totals		58,175	324	0.56%	\$5,739,140.97	\$58,760,318.34	\$364,146,107.73	16.14%		\$0.00
Averages (2011-2021)		5,289	29	0.56%	\$521,740.09	\$5,341,847.12	\$33,104,191.61	16.14%		

Large Loss = Claims Paid Totaling \$100,000 or More for the Fiscal Year

Catastrophic Claims = Large Loss Claims in Excess of the Stop-Loss Insurance Deductible or Self-Insurance Threshold

Catastrophic Reinsurance Pool Payments = Covered Member's Claims which Exceed \$500,000 up to the Specific Stop-Loss Deductible.

On Average 0.56% of the Covered Lives Account for 16.14% of Paid Claims

Catastrophic Claims Self-Insurance Pool Activity

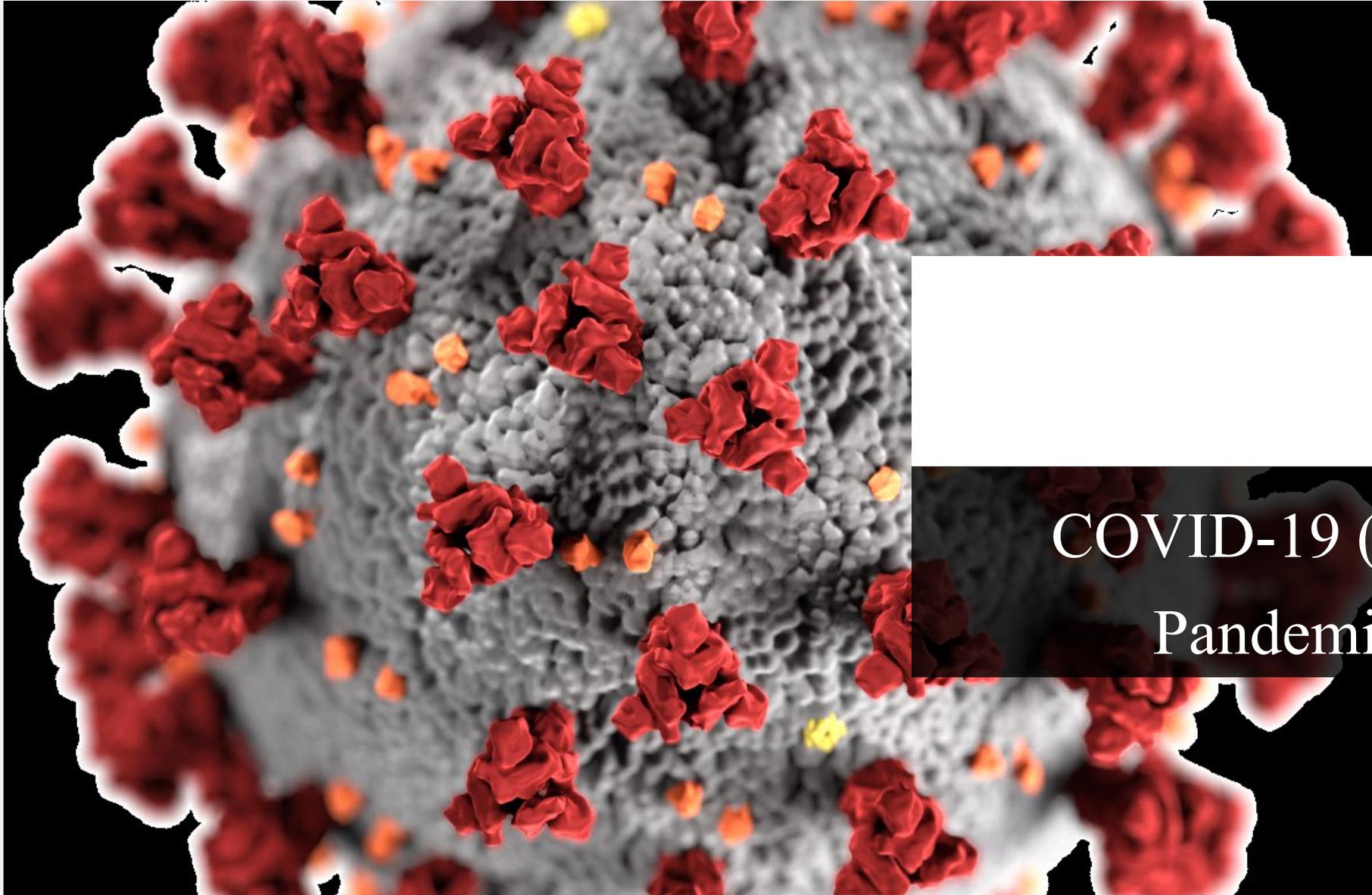
		2020 Fiscal Year	2021 Fiscal Year
Budgeted Premium	\$600,000 Deductible	\$762,505.96	\$876,881.85
Actual Premium Paid	\$1,000,000 Deductible	\$264,390.72	\$273,000.00
Premium Savings		\$498,115.23	\$603,881.85
Member #000001179452	Deductible	\$1,000,000.00	\$500,000.00
	Actual Claims Paid	\$798,499.59	
	Catastrophic Claims Pool	\$0.00	\$0.00
Member #	Deductible	\$500,000.00	\$500,000.00
	Actual Claims Paid		
	Catastrophic Claims Pool	\$0.00	\$0.00
Member #	Deductible	\$500,000.00	\$500,000.00
	Actual Claims Paid		
	Catastrophic Claims Pool	\$0.00	\$0.00
Member #	Deductible	\$500,000.00	\$500,000.00
	Actual Claims Paid		
	Catastrophic Claims Pool	\$0.00	\$0.00
Member #	Deductible	\$500,000.00	\$500,000.00
	Actual Claims Paid		
	Catastrophic Claims Pool	\$0.00	\$0.00
Net Impact on Fund Balance		\$498,115.23	\$603,881.85

The “Catastrophic Claims Self-Insurance Pool” was established by the Consortium’s Board of Directors prior to the start of the 2020 Fiscal Year to allow the Consortium to lower the cost of stop-loss insurance by raising the specific deductible and ultimately assuming more risk on an annual basis. To cover this risk, the Catastrophic Claims Reserve totaling \$4.5 million was converted to this “Pool”. In addition, each year the estimated premium variance between a \$600,000 specific deductible stop-loss insurance plan and a \$1 million specific deductible stop-loss insurance plan will be ceded into this “Pool” as part of the budget process. Lastly, any interest earned on this “Pool” will be credited to the “Pool” to help replenish funds when/if catastrophic claims are paid out of the “Pool”.

EXCELLUS HEALTH PLAN, INC
Greater Tompkins County Municipal Health Insurance Consortium
Individual High Claimant Report > \$100,000

Paid Through:	Jun-21
Specific Deductible:	\$1,000,000
Policy Period:	01/01/2021 - 12/31/2021
Policy Basis:	12/15
Incurred:	01/01/2021 - 12/31/2021
Paid:	01/01/2021 - 03/31/2022

Unique ID	Excellus Claims	Pro Act Claims	Total Claims	Excellus Highest Paid Diagnosis
000014235037	\$487.64	\$292,109.14	\$292,596.78	Information Redacted for Privacy Reasons
000001179452	\$234,975.00	\$0.00	\$234,975.00	Information Redacted for Privacy Reasons
000010530322	\$217,778.21	\$1,838.02	\$219,616.23	Information Redacted for Privacy Reasons
000010813697	\$213,798.13	\$1,283.60	\$215,081.73	Information Redacted for Privacy Reasons
000001752698	\$211,775.84	\$365.80	\$212,141.64	Information Redacted for Privacy Reasons
000000629046	\$199,704.69	\$10.55	\$199,715.24	Information Redacted for Privacy Reasons
000010789564	\$173,704.30	\$10,100.27	\$183,804.57	Information Redacted for Privacy Reasons
000003250532	\$161,299.39	\$0.00	\$161,299.39	Information Redacted for Privacy Reasons
000000902182	\$35,517.40	\$111,687.10	\$147,204.50	Information Redacted for Privacy Reasons
000000756009	\$135,987.85	\$2,535.00	\$138,522.85	Information Redacted for Privacy Reasons
000000377520	\$1,016.16	\$131,714.36	\$132,730.52	Information Redacted for Privacy Reasons
000003247268	\$28,688.45	\$99,461.11	\$128,149.56	Information Redacted for Privacy Reasons
000002246580	\$124,948.65	\$17.76	\$124,966.41	Information Redacted for Privacy Reasons
000010490304	\$17,047.08	\$107,595.34	\$124,642.42	Information Redacted for Privacy Reasons
000003427948	\$16,417.10	\$107,684.95	\$124,102.05	Information Redacted for Privacy Reasons
000012318117	\$16,135.94	\$105,584.37	\$121,720.31	Information Redacted for Privacy Reasons
000000999881	\$119,521.06	\$269.34	\$119,790.40	Information Redacted for Privacy Reasons
000000651102	\$115,118.39	\$328.35	\$115,446.74	Information Redacted for Privacy Reasons
			\$2,996,506.34	



Section 5

COVID-19 (coronavirus) Pandemic Impact

2020-2021 COVID-19 Pandemic Impact

Tompkins County Key Facts:

1. Tompkins County has approximately 103,000 residents.
2. According to the New York State Department of Health web-site, as of July 20th
 - a) There have been approximately 2,401,455 tests conducted of people in Tompkins County for the presence of COVID-19 (coronavirus).
 - b) There have been 4,377 Tompkins County residents who have tested positive for coronavirus which is 0.182% of the tested population and approximately 4.25% of the County's total population with 52 reported deaths amongst county residents.
3. The other Counties in the Consortium have the following results:

a) Cayuga	207,317 Tests Conducted	6,377 Positive Results (3.08%)
b) Cortland	184,047 Tests Conducted	3,944 Positive Results (2.14%)
c) Seneca	70,553 Tests Conducted	2,020 Positive Results (2.86%)
d) Tioga	118,279 Tests Conducted	3,854 Positive Results (3.26%)

2020-2021 COVID-19 Pandemic Impact

Impact on the Greater Tompkins County Municipal Health Insurance Consortium

1. During the COVID-19 pandemic paid claims have fluctuated as infection rates have changed. In those months where paid claims were below budget it was primarily the result of the delay or cancellation of minor and/or elective procedures:

Fiscal Year	Medical Claims		Rx Claims		Combined Paid Claims	
	Group Billed Amount	Member Paid Amount	Group Billed Amount	Member Paid Amount	Group Billed Amount	Member Paid Amount
2016	\$24,998,992.90	\$962,874.68	\$10,645,984.27	\$640,466.47	\$35,644,977.17	\$1,603,341.15
2017	\$26,235,020.36	\$1,065,840.07	\$11,079,834.05	\$664,302.99	\$37,314,854.41	\$1,730,143.06
2018	\$30,139,463.68	\$1,080,901.79	\$10,863,500.35	\$652,109.29	\$41,002,964.03	\$1,733,011.08
2019	\$28,483,790.87	\$1,182,457.28	\$12,839,601.51	\$744,713.47	\$41,323,392.38	\$1,927,170.75
2020	\$26,919,706.56	\$1,034,775.49	\$13,943,138.60	\$766,424.77	\$40,862,845.16	\$1,801,200.26
2021	\$15,760,083.21	\$636,014.50	\$7,827,420.26	\$472,090.58	\$23,587,503.47	\$1,108,105.08
Totals	\$152,537,057.58	\$5,962,863.81	\$67,199,479.04	\$3,940,107.57	\$219,736,536.62	\$9,902,971.38
	96.24%	3.76%	94.46%	5.54%	95.69%	4.31%

2019 Average Monthly Medical Claims	\$2,373,649.24
2020 First 3-Months Avg. Monthly Medical Claims	\$2,411,071.18
2020 Last 9-Months April to December Medical Claims	\$2,187,388.11
2021 1 st 6-months of Medical Claims	\$2,626,680.54

2020-2021 COVID-19 Medical Claims Costs

Date	Number of Contracts	Number of Members	Number of Tests	Number of Members Diagnosed	Inpatient Plan Cost	Outpatient Plan Cost	Physician Plan Cost	Other Plan Cost	Total Plan Cost
Jan-20	2,962	6,326	0	0	\$0.00	\$0.00	\$695.86	\$0.00	\$695.86
Feb-20	2,964	6,344	0	0	\$0.00	\$9,452.56	\$2,474.16	\$0.00	\$11,926.72
Mar-20	2,953	6,326	75	2	\$0.00	\$29,099.60	\$2,593.66	\$0.00	\$31,693.26
Apr-20	2,957	6,321	87	3	\$29,455.86	\$39,253.41	\$4,803.96	\$0.00	\$73,513.23
May-20	2,961	6,328	263	10	\$7,024.08	\$76,125.84	\$14,364.56	\$253.12	\$97,767.60
Jun-20	2,944	6,282	283	6	\$34,111.26	\$69,793.02	\$15,139.62	\$0.00	\$119,043.90
Jul-20	2,940	6,271	330	3	\$12,918.26	\$100,963.10	\$18,311.32	\$125.42	\$132,318.10
Aug-20	2,931	6,257	272	5	\$74,958.86	\$88,098.56	\$16,330.77	\$62.57	\$179,450.76
Sep-20	2,930	6,241	245	6	\$124,757.59	\$122,198.78	\$25,026.41	\$124.82	\$272,107.60
Oct-20	2,929	6,225	338	12	\$231,258.75	\$90,387.00	\$33,677.25	\$622.50	\$355,945.50
Nov-20	2,920	6,191	350	23	\$159,851.62	\$76,273.12	\$46,432.50	\$866.74	\$283,423.98
Dec-20	2,923	6,191	186	16	\$0.00	\$48,846.99	\$25,135.46	\$1,795.39	\$75,777.84
Jan-21	3,045	6,350	681	80	\$181,610.00	\$231,394.00	\$48,006.00	\$8,064.50	\$469,074.50
Feb-21	3,043	6,340	247	98	\$324,291.00	\$103,215.20	\$29,164.00	\$6,276.60	\$462,946.80
Mar-21	3,048	6,352	219	108	\$197,229.60	\$125,896.64	\$32,522.24	\$5,843.84	\$361,492.32
Apr-21	3,041	6,320	170	42	\$69,204.00	\$82,033.60	\$17,380.00	\$5,814.40	\$174,432.00
Totals	47,491	100,665	3,746	414	\$1,446,670.88	\$1,293,031.42	\$332,057.77	\$29,849.90	\$3,101,609.97

Above data represents hospital, medical, and surgical costs reported to and adjudicated by Excellus BlueCross BlueShield related to covered members with coronavirus (COVID-19) from January 1, 2020 through April 30, 2021.

2020-2021 COVID-19 Pandemic Impact

Impact on the Greater Tompkins County Municipal Health Insurance Consortium (continued)

2. The Excellus data shows the medical paid claims for 2020 and 2021 Fiscal Years as of June 30, 2021 were collectively just under \$5.47 million below the budgeted amount for the time period.
3. While October 2020 was a relatively high claims month, we show for the past 4-years October was above budget each year and last year October was a 5-weekly payment month for medical claims.
4. Looking “down the road” a bit we do not see any major negative impacts to the Consortium from a paid claim’s perspective as:
 - a) Even though we have heard of “ramped up” schedules, hospitals and doctors can only perform so many procedures in a day which we believe means that there will not be any major compression when providers start performing services on a more regular schedule.
 - b) Most of the severe cases have involved older members who are on Original Medicare Parts A and B which limits the claims exposure to the Consortium to some extent.
 - c) There will likely be some hesitation in patients seeking care due to concerns that they may expose themselves to the coronavirus or other illness.

2020-2021 COVID-19 Pandemic Impact

Impact on the Greater Tompkins County Municipal Health Insurance Consortium (continued)

5. The pandemic has “forced” covered members to embrace telehealth and telemedicine approaches to medical care as covered members have not been able to see their primary care physicians for minor or routine services in recent months.
 - a) During the 2020 Fiscal Year, the Consortium paid for 11,871 telehealth visits for 6,282 covered members at a total cost of \$1,185,518.42. This year is on pace to be even higher with 7,731 visits already being paid for a total cost of \$813,113.75 for the first half of the year. To put this in perspective, in 2019 there were a total of 40 telehealth visits associated with Consortium covered members for a total cost of \$996.98 for the year.
 - b) According to Excellus’ reports, the Consortium had a total of 90 covered members registered for telemedicine services as of January 2020. As of June 2021, the number of covered members registered for the telemedicine program modestly increased to 157. It is clear to us from these numbers that most enrollees are more comfortable using this type of technology with their own personal physician as opposed to enrolling in a service offered by an insurance carrier.



Section 6

2020 Fiscal Year-End
Net Income, Liabilities, and Reserves

2020 Net Income, Liabilities & Reserves

	<i>Actual Results 2016 Fiscal Year</i>	<i>Actual Results 2017 Fiscal Year</i>	<i>Actual Results 2018 Fiscal Year</i>	<i>Actual Results 2019 Fiscal Year</i>	<i>Preliminary Results 2020 Fiscal Year</i>
Total Assets	\$24,290,896	\$26,531,122	\$27,063,899	\$32,080,107	\$33,511,789
Liabilities and Reserves					
IBNR Claims Reserve	\$4,430,732	\$4,540,654	\$4,931,847	\$5,637,280	\$5,828,922
Accounts Payable	\$497,510	\$494,991	\$488,269	\$605,015	\$610,385
Deferred Revenue	\$361,369	\$171,520	\$20	\$509,798	\$1,072,302
Capital Surplus Account	\$1,925,998	\$2,038,725	\$2,120,085	\$2,514,837	\$2,409,497
Catastrophic Claims Reserve	\$1,050,000	\$1,350,000	\$2,000,000	\$2,800,000	\$5,032,220
Rate Stabilization Reserve	\$1,758,496	\$1,868,819	\$2,100,000	\$2,184,812	\$3,391,769
Unencumbered Fund Balance	\$14,266,791	\$16,066,413	\$15,423,678	\$17,828,365	\$15,166,694
Fund Balance as % of Premium	37.04%	39.40%	36.38%	35.45%	31.47%

Prior to the “premium holiday”, the 2020 Fiscal Year Net Income was substantially above the projected budget for the year. This resulted in the net cash assets (unencumbered fund balance) being well above the targeted level as set by the Consortium’s Audit & Finance Committee. This result was achieved even with the increase in the Rate Stabilization Reserve from 5% of Expected Paid Claims to 7.5% of Expected Paid Claims and with an increase in the Catastrophic Claims Reserve from \$2.8 million to \$4.5 million, plus interest and the stop-loss premium variance. Even with the “premium holiday”, the Consortium still finished the year with an Unencumbered Fund Balance which exceeded the budget projections at over \$15 million.

Liabilities and Reserves - Defined

LIABILITIES

- The liabilities associated with the Consortium's operations are directly related to covered medical benefits that are incurred by Consortium Members which have yet to be received or paid by the insurance company or plan administrator. For example, if the Consortium were to end its operations on any given December 31st there are going to be covered medical services received by covered members on or before December 31st which will not be paid until sometime after December 31st. This is commonly referred to in the industry as an Incurred but Not Reported (IBNR) and Incurred but Not Paid (IBNP) Claims Liabilities.
- In recent years with the increases in technology associated with the billing and payment of medical benefit claims and with the increase in the volume of prescription drug claims which are inherently electronic in nature, the overall value of this liability has decreased as a percentage of expected/paid claims. In fact, twenty years ago, this liability equaled approximately the value of three (3) months (24%) of annual expected/paid claims. Today, this value is closer to one (1) month (8%) of expected incurred claims and the New York State Department of Financial Services has set this liability for the 2020 Fiscal Year to equal 12.00% of the expected incurred claims estimate for the year.

Liabilities and Reserves - Defined

RESERVES

- The reserves held by the Consortium are the cash assets which have been assigned to cover a direct liability or to assist the Consortium with cash flow and provide protection during times when paid claim projections are exceeded. These cash assets have also been a source of revenue through the interest earned to the Consortium which has allowed the Consortium to hold premium increases down in previous years.
- The Consortium has historically maintained the following reserves:
 - Incurred But Not Report (IBNR) Claims Liability Reserve (statutory reserve)
 - Surplus Account (statutory reserve)
 - Catastrophic Claims Reserve (discretionary reserve)
 - Rate Stabilization Reserve (discretionary reserve)
- Please refer to the following slides for a detailed description of each reserve classification.

Liabilities and Reserves - Defined

INCURRED BUT NOT REPORTED (IBNR) CLAIMS LIABILITY RESERVE

- The IBNR Claims Reserve is required for the Consortium to be compliant with §4706(a)(1) of the New York State Insurance Law. The New York State Department of Financial Services requires this reserve to be funded at an amount equal to 12.0% of expected incurred claims. We believe this is a conservative estimate of the liability, but we understand the Department has always acted based on their philosophy to maintain this level of reserve as they want the Consortium Member Claims to be fully-funded at all times.
- Maintaining this reserve at an insufficient amount to cover the liability could result in a Municipal Corporation owing a significant amount of money if they chose to leave the Consortium. A Municipal Corporation's decision to leave or stay in the Consortium should not be affected by the Consortium's lack of adequate reserves and this is a philosophy we feel the Consortium should embrace, even during tougher economic times.
- The 2020 Fiscal Year budget forecasted this reserve to equal \$6,144,909.49 (12.0% of projected hospital, medical, surgical, and prescription drug incurred claims). It should be noted that Excellus BlueCross BlueShield does provide an estimate of this liability in their annual renewal documents. For the 2020 Fiscal Year, Excellus' estimate of this liability was \$4,277,400 which is approximately 8% of the expected claims cost for the year.

Liabilities and Reserves - Defined

SURPLUS ACCOUNT

- The Consortium is required to fund the Surplus Account at an amount equal to 5.0% of expected premium income for the year. By funding this reserve at this level, the Consortium is operating in compliance with §4706(a)(5)(A) of the New York State Insurance Law.
- Article 47 of the New York State Insurance Law describes this reserve as being established and maintained for the sole purpose of satisfying unexpected obligations of the Municipal Cooperative Health Benefits Plan. Article 47 further states that this reserve is for the purpose of satisfying unexpected obligations of the Plan in the event of termination or abandonment.
- The 2020 Fiscal Year budget forecasted this reserve to equal \$2,637,289.44 (5.0% of projected premium income of \$52,745,788.78). It should be noted that the Consortium's premium income will show below budget for the fiscal year due to the premium holiday. As a result, the Consortium may be required to calculate this reserve based on the full expected premium for the fiscal period which means this reserve level may be slightly higher at the end of the year than the projected amount.

Liabilities and Reserves - Defined

CATASTROPHIC CLAIMS RESERVE

- This reserve was established by the Consortium's Board of Directors to protect the financial integrity of the Consortium as the Board made the decision to increase the deductible associated with the Specific Stop-Loss Policy to reduce expenses. It was agreed that the Consortium's risk pool is so substantial in size that it can absorb a significant number of large losses without damaging the financial integrity of the Consortium.
- It was our professional opinion and the opinion of the Board of Directors that there was an acceptable reward versus risk ratio between the reduction of this significant expense, the exposure of large losses, and the cash asset position of the Consortium. This conclusion led the Board of Directors to increase the Specific Stop-Loss Insurance Deductible to \$1,000,000 for the 2020 Fiscal Year. It was recognized that this decision created a sizeable increase in the exposure to the Plan. To mitigate this exposure, the Board of Directors made the decision to fund this reserve at an amount equal to \$4,500,000 for the 2020 Fiscal Year.

Liabilities and Reserves - Defined

RATE STABILIZATION RESERVE

- When the Consortium's cash assets were at a fairly high level, the Board of Directors made the decision to establish the Rate Stabilization Reserve at an amount equal to 7.5% of the expected hospital, medical, surgical, and prescription drug claim payments for the year.
- It is our goal to work with the Consortium to ensure future fiscal year budgets are developed with this reserve being maintained.
- These funds would be used to “bridge the gap” during an associated hyper-inflationary period relative to paid claims allowing the Board of Directors to establish a multiple year plan to adjust revenue (premiums) and prevent a significant increase in premium rates during a single fiscal period.



Section 7

2021 Fiscal Year-to-Date Summary & Observations

2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

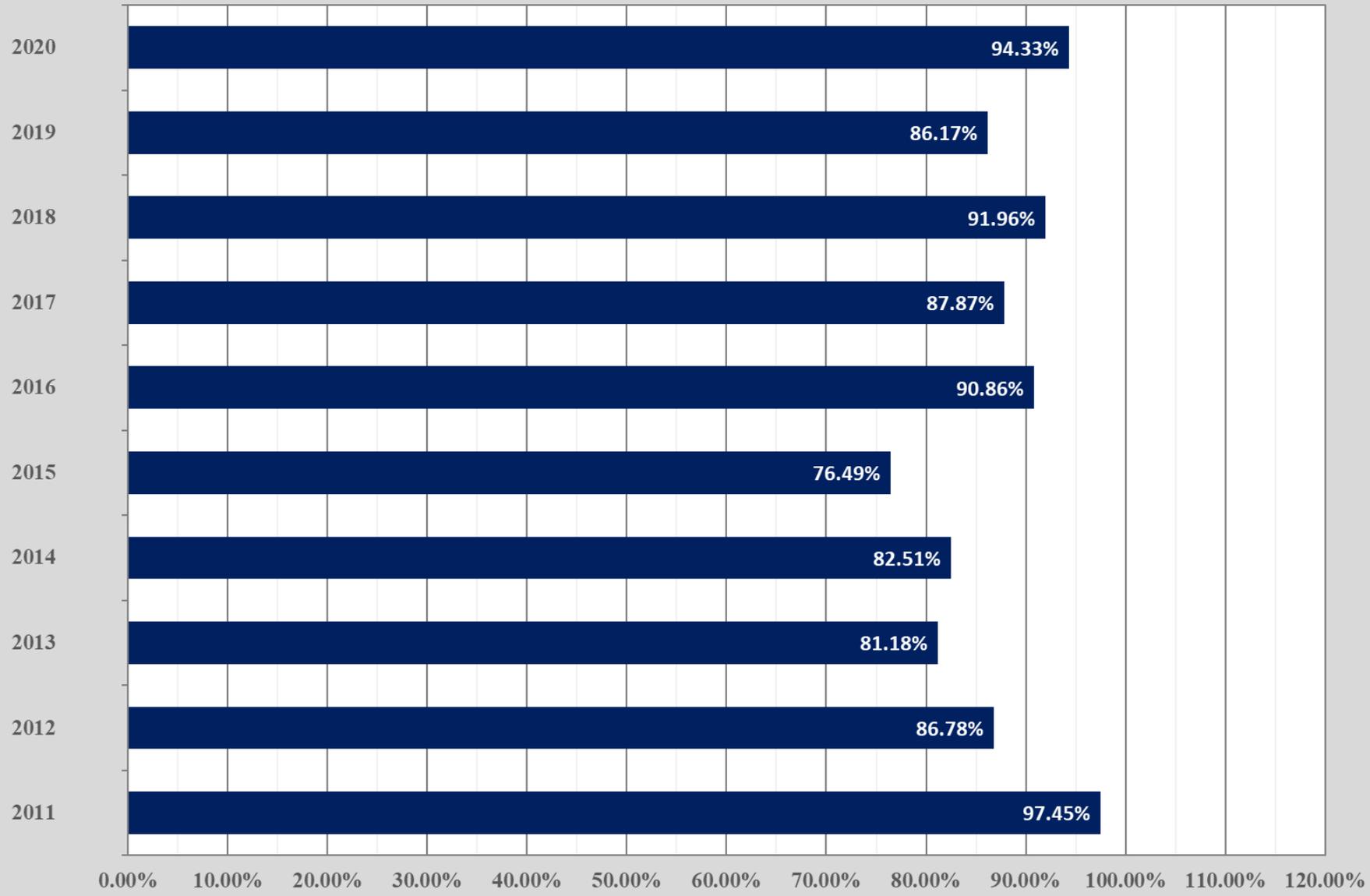
2021 Fiscal Year-to-Date Summary & Observations

1. The overall revenue of the Consortium is 3.59% below budget as of June 30, 2021. We believe that as the Consortium moves through the year, the result will be closer to the overall budget. This result will be achieved mostly as a result of the enhanced pharmaceutical manufacturer rebates being received from ProAct, Inc. Unfortunately, even with the increased management of the cash assets by the Consortium's Financial Team which includes the assistance from Wilmington Trust, the pandemic will cause the interest income to be well below the results seen in prior years.
2. The combined **Medical and Rx Paid Claims were 3.51% below budget** through the first 6-months of the 2021 Fiscal Year. This result was achieved in large part due to a decrease in minor and/or elective medical procedures due to the recent pandemic. We are keeping a close eye on the paid claims and we are cautiously optimistic that the Consortium will finish the year near or below budget. Historically, the claims paid during the latter part of the Calendar Year tend to be a bit higher as annual deductibles and out-of-pocket maximums are met. In addition, we do anticipate some modest compression in medical claims costs as covered members have procedure performed which had been delayed due to the pandemic.

2021 Fiscal Year-to-Date Summary & Observations

3. Overall, the Greater Tompkins County Municipal Health Insurance Consortium is performing better than projected through the first 6-months of the 2021 Fiscal Year. With only six months “in the books”, the financial indicators are pointing toward another positive fiscal year, resulting in a slight net income which will be used to bolster the Consortium’s Reserves and Fund Balance. In the end, we are hopeful that this positive result will allow the Consortium to maintain modest premium increases for the next several fiscal years and/or provide premium relief to the Participating Municipalities.
4. Lastly, we want to point out that the fiscal results experienced by the Consortium as of June 30, 2021 clearly support the Board of Director’s decision to increase premium rates by a modest 5% for the 2021 Fiscal Years and put in place the premium holiday for December 2020. Any additional funds set aside from this year after the premium holiday will give the Consortium Board of Directors the opportunity to continue to keep premium increases at a very modest level for the next several fiscal periods. It may also allow for some additional premium relief to assist the Participating Municipalities during what will clearly be a tough financial picture for the next several years.

Greater Tompkins County Municipal Health Insurance Consortium Medical Loss Ratio (Paid Claims ÷ Premium)



2021
Medical Loss Ratio
as of June 30, 2021
Equals 97.63%

■ Medical Loss Ratio

Greater Tompkins County Municipal Health Insurance Consortium
2020 - 2022 Fiscal Year Budget Projections

	Actual	Projected	Adopted	Amended	Budget					
		as of 6/30/2021	9/24/2020	1/11/2021						
	Actual Results	Projected	Budget	Adopted Budget	Budget	Projected Budget	Projected Budget	Projected Budget	Projected Budget	Projected
	2020 Fiscal Year	2021 Fiscal Year	2021 Fiscal Year	2021 Fiscal Year	2022 Fiscal Year	2023 Fiscal Year	2024 Fiscal Year	2025 Fiscal Year	2026 Fiscal Year	2026 Fiscal Year
Average Covered Lives	6,275	6,332	6,332	6,318	6,332	6,332	6,332	6,332	6,332	6,332
Beginning Balance	\$32,536,185.01	\$33,399,992.82	\$33,399,992.82	\$33,399,992.82	\$32,812,080.81	\$35,588,239.30	\$40,074,968.51	\$46,861,946.49	\$56,174,799.87	\$56,174,799.87
Income					5%	6%	7%	7%	7%	
6999 Medical and Rx Plan Premiums	\$48,189,940.35	\$53,707,668.00	\$55,875,290.76	\$55,002,327.36	\$56,393,051.40	\$59,776,634.48	\$63,960,998.90	\$68,438,268.82	\$73,228,947.64	\$73,228,947.64
9020 Interest	\$323,004.24	-\$19,783.48	\$0.00	\$45,534.44	\$164,060.40	\$355,882.39	\$400,749.69	\$468,619.46	\$561,748.00	\$561,748.00
9010 Rx Rebates	\$1,975,716.32	\$1,030,255.06	\$1,400,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00
9040 Stop-Loss Claim Reimbursements	\$29,295.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
9035 Finance Charge Income	\$30,072.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
9030 Other	\$0.00	\$0.00	\$5,463.60	\$5,463.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Income	\$50,548,028.85	\$54,718,139.58	\$57,280,754.36	\$56,753,325.28	\$58,257,111.80	\$61,832,516.88	\$66,061,748.58	\$70,606,888.29	\$75,490,695.64	\$75,490,695.64
Expenses										
8090 Medical Paid Claims	\$32,826,396.10	\$36,634,908.08	\$39,058,334.44	\$38,838,424.20	\$36,634,908.08	\$38,466,653.48	\$40,389,986.16	\$42,409,485.47	\$44,529,959.74	\$44,529,959.74
3500 Advance Deposit / Pre-Paid Claims	\$0.00	\$73,240.62	\$0.00	\$109,150.71	\$0.00	\$35,225.87	\$36,987.17	\$38,836.53	\$40,778.35	\$40,778.35
8120 Rx Paid Claims - ProAct	\$13,931,663.25	\$15,655,632.72	\$15,355,131.00	\$15,355,131.00	\$15,655,632.72	\$15,655,632.72	\$15,655,632.72	\$15,655,632.72	\$15,655,632.72	\$15,655,632.72
8121 Rx Paid Claims - CanaRx	\$131,534.80	\$14,292.40	\$150,108.45	\$150,108.45	\$14,292.40	\$14,292.40	\$14,292.40	\$14,292.40	\$14,292.40	\$14,292.40
8084 Flu Clinic Fees	\$19,453.86	\$0.00	\$15,000.00	\$15,000.00	\$19,453.86	\$19,453.86	\$19,453.86	\$19,453.86	\$19,453.86	\$19,453.86
8050 Medical Admin Fees	\$1,389,650.11	\$1,462,710.26	\$1,440,535.40	\$1,446,769.80	\$1,462,710.26	\$1,462,710.26	\$1,462,710.26	\$1,462,710.26	\$1,462,710.26	\$1,462,710.26
8081 Rx Admin Fees	\$207,132.00	\$214,716.34	\$0.00	\$200,930.34	\$214,716.34	\$214,716.34	\$214,716.34	\$214,716.34	\$214,716.34	\$214,716.34
8091 NYS Covered Lives Assessment	\$303,866.81	\$346,713.30	\$373,317.00	\$373,317.00	\$346,713.30	\$346,713.30	\$346,713.30	\$346,713.30	\$346,713.30	\$346,713.30
9061 ACA PCORI Fee	\$15,681.96	\$17,000.00	\$17,065.71	\$17,987.06	\$6,318.00	\$6,318.00	\$6,318.00	\$6,318.00	\$6,318.00	\$6,318.00
8110 Specific Stop-Loss Insurance	\$263,487.43	\$266,537.08	\$373,317.01	\$273,000.00	\$266,537.08	\$266,537.08	\$266,537.08	\$266,537.08	\$266,537.08	\$266,537.08
8000 Accounting Fees	\$17,400.00	\$25,600.00	\$25,750.00	\$25,750.00	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00
8010 Actuarial Fees	\$39,850.00	\$8,500.00	\$53,045.00	\$15,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
8020 Audit Fees (Financial)	\$66,875.00	\$14,000.00	\$13,390.00	\$13,390.00	\$14,420.00	\$14,420.00	\$14,420.00	\$14,420.00	\$14,420.00	\$14,420.00
8021 Audit Fees (Claims)	\$0.00	\$41,500.00	\$41,200.00	\$41,200.00	\$41,500.00	\$41,500.00	\$41,500.00	\$41,500.00	\$41,500.00	\$41,500.00
8055 Consultant Fees (Barber + Others)	\$14,024.26	\$12,000.00	\$25,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00
8030 Consultant Fees (L&C)	\$86,520.00	\$88,980.00	\$90,176.50	\$90,176.50	\$88,980.00	\$88,980.00	\$88,980.00	\$88,980.00	\$88,980.00	\$88,980.00
TBD Consultant Fees (Strat Plan & DEI)	\$0.00	\$0.00	\$0.00	\$0.00	\$25,000.00	\$25,750.00	\$26,522.50	\$27,318.18	\$28,137.72	\$28,137.72
8070 Legal Fees	\$5,623.75	\$2,640.00	\$12,360.00	\$12,360.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
66001 Executive Director Salary	\$91,800.02	\$93,635.88	\$94,760.00	\$93,636.00	\$93,636.00	\$93,636.00	\$93,636.00	\$93,636.00	\$93,636.00	\$93,636.00
66002 Fringe Benefits	\$45,989.11	\$50,268.50	\$67,980.00	\$110,374.92	\$116,988.16	\$116,988.16	\$116,988.16	\$116,988.16	\$116,988.16	\$116,988.16
66003 Clerk of the Board Salary	\$30,226.00	\$71,631.54	\$37,080.00	\$72,134.40	\$72,134.40	\$72,134.40	\$72,134.40	\$72,134.40	\$72,134.40	\$72,134.40
66004 Admin/Comp Asst. Salary	\$40,193.63	\$0.00	\$52,530.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
66005 Benefits Specialist Salary	\$0.00	\$0.00	\$41,250.00	\$43,680.00	\$54,600.00	\$54,600.00	\$54,600.00	\$54,600.00	\$54,600.00	\$54,600.00
66006 Finance Director Salary	\$0.00	\$32,307.60	\$0.00	\$73,000.00	\$72,100.00	\$72,100.00	\$72,100.00	\$72,100.00	\$72,100.00	\$72,100.00
8060 Insurances (D&O / Prof. Liability)	\$43,612.63	\$50,587.94	\$48,070.00	\$50,850.00	\$55,646.73	\$55,646.73	\$55,646.73	\$55,646.73	\$55,646.73	\$55,646.73
8041 Internal Coordination (Finance)	\$68,485.54	\$70,681.24	\$80,000.00	\$68,660.00	\$68,660.00	\$68,660.00	\$68,660.00	\$68,660.00	\$68,660.00	\$68,660.00
8040 Internal Coordination Fees (Other)	\$0.00	\$0.00	\$25,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
8045 Internal Coordination (Town of Ithaca)	\$6,000.00	\$6,000.00	\$7,210.00	\$7,210.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00
8044 Internal Coordination (IT Support)	\$6,489.32	\$6,295.00	\$11,845.00	\$11,845.00	\$6,484.00	\$6,484.00	\$6,484.00	\$6,484.00	\$6,484.00	\$6,484.00
9065 Marketing Expenses	\$0.00	\$2,582.74	\$2,500.00	\$2,500.00	\$2,575.00	\$2,575.00	\$2,575.00	\$2,575.00	\$2,575.00	\$2,575.00
8065 Wellness Program Costs	\$0.00	\$0.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00
9055 Investment Management Services	\$18,541.31	\$17,743.32	\$26,780.04	\$14,000.00	\$12,360.00	\$12,360.00	\$12,360.00	\$12,360.00	\$12,360.00	\$12,360.00
8150 Supplies Expense (Postage/Printing)	\$0.00	\$2,527.06	\$0.00	\$2,500.00	\$4,078.80	\$4,078.80	\$4,078.80	\$4,078.80	\$4,078.80	\$4,078.80
8151 Computer Equipment (Software)	\$0.00	\$5,195.10	\$5,150.00	\$5,150.00	\$11,545.00	\$8,545.00	\$11,545.00	\$8,545.00	\$11,545.00	\$11,545.00
8152 Lease Expense / Parking Fees	\$6,414.85	\$9,029.70	\$9,500.00	\$9,500.00	\$13,369.18	\$13,482.26	\$13,598.73	\$13,718.69	\$13,842.25	\$13,842.25
8153 Mileage- Travel Expenses	\$312.23	\$0.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
8156 Furniture & Fixtures	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
8157 Training/Prof Dev	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
8158 Subscriptions	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
9060 Other Expenses	\$6,997.07	\$8,595.18	\$10,927.27	\$10,927.27	\$7,594.00	\$7,594.00	\$7,594.00	\$7,594.00	\$7,594.00	\$7,594.00
Total Expenses	\$49,684,221.04	\$55,306,051.60	\$57,590,312.82	\$57,599,662.69	\$55,480,953.31	\$57,345,787.66	\$59,274,770.60	\$61,294,034.90	\$63,420,394.11	\$63,420,394.11
Net Income	\$863,807.81	(\$587,912.02)	(\$309,558.46)	(\$846,337.41)	\$2,776,158.49	\$4,486,729.21	\$6,786,977.98	\$9,312,853.38	\$12,070,301.53	\$12,070,301.53
Ending Balance	\$33,399,992.82	\$32,812,080.81	\$33,090,434.36	\$32,553,655.41	\$35,588,239.30	\$40,074,968.51	\$46,861,946.49	\$56,174,799.87	\$68,245,101.40	\$68,245,101.40
Liabilities and Reserves										
4010 IBNR Reserve	\$5,828,922.00	\$5,828,922.00	\$5,828,922.00	\$5,828,922.00	\$6,278,914.45	\$6,498,723.90	\$6,729,523.82	\$6,971,863.73	\$7,226,320.65	\$7,226,320.65
5010 Surplus Account	\$2,409,497.00	\$2,409,497.00	\$2,409,497.00	\$2,409,497.00	\$2,819,652.57	\$2,988,831.72	\$3,198,049.94	\$3,421,913.44	\$3,661,447.38	\$3,661,447.38
5014 Claims / Rate Stabilization Reserve	\$3,391,769.00	\$3,391,769.00	\$3,391,769.00	\$3,391,769.00	\$3,924,321.53	\$4,061,702.43	\$4,205,952.39	\$4,357,414.83	\$4,516,450.40	\$4,516,450.40
5012 Catastrophic Claims Reserve	\$5,032,220.00	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36
Total Liabilities and Reserves	\$16,662,408.00	\$17,424,847.36	\$17,424,847.36	\$17,424,847.36	\$18,817,547.91	\$19,343,917.41	\$19,928,185.51	\$20,545,851.37	\$21,198,877.79	\$21,198,877.79
Unencumbered Fund Balance	\$16,737,584.82	\$15,387,233.45	\$15,665,587.00	\$15,128,808.05	\$16,770,691.39	\$20,731,051.09	\$26,933,760.99	\$35,628,948.51	\$47,046,223.61	\$47,046,223.61
	34.73%	28.65%	28.04%	27.51%	29.74%	34.68%	42.11%	52.06%	64.25%	64.25%

Greater Tompkins County Municipal Health Insurance Consortium
2020 - 2026 Fiscal Year Budget Projections

	<i>Actual Results 2020 Fiscal Year</i>	<i>Projected 2021 Fiscal Year</i>	<i>Amended Budget 2021 Fiscal Year</i>	<i>Projected Budget 2022 Fiscal Year</i>	<i>Projected Budget 2023 Fiscal Year</i>	<i>Projected Budget 2024 Fiscal Year</i>	<i>Projected Budget 2025 Fiscal Year</i>	<i>Projected Budget 2026 Fiscal Year</i>
Average Covered Lives	6,275	6,341	6,342	6,332	6,332	6,332	6,332	6,332
Beginning Balance	\$32,536,185.01	\$33,399,992.82	\$33,399,992.82	\$32,812,080.81	\$32,413,302.87	\$32,254,570.24	\$32,742,323.12	\$33,967,670.26
Income								
Medical and Rx Plan Premiums	\$48,189,940.35	\$53,707,668.00	\$55,002,327.36	\$56,393,051.40	\$59,776,634.48	\$63,960,998.90	\$68,438,268.82	\$73,228,947.64
9020 Interest	\$323,004.24	-\$19,783.48	\$45,534.44	\$164,060.40	\$324,133.03	\$322,545.70	\$327,423.23	\$339,676.70
9010 Rx Rebates	\$1,975,716.32	\$1,030,255.06	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00	\$1,700,000.00
9040 Stop-Loss Claim Reimbursements	\$29,295.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
9035 Finance Charge Income	\$30,072.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
9030 Other	\$0.00	\$0.00	\$5,463.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Income	\$50,548,028.85	\$54,718,139.58	\$56,753,325.28	\$58,257,111.80	\$61,800,767.51	\$65,983,544.60	\$70,465,692.05	\$75,268,624.34
Expenses								
Medical and Rx Paid Claims	\$46,909,048.01	\$52,378,073.82	\$54,467,814.39	\$55,367,086.33	\$58,556,169.14	\$61,936,278.75	\$65,519,335.01	\$69,318,031.39
Claims Administration Fees	\$1,596,782.11	\$1,677,426.60	\$1,647,700.14	\$1,727,749.40	\$1,779,581.88	\$1,832,969.34	\$1,887,958.42	\$1,944,597.17
Taxes and Fees	\$319,548.77	\$363,713.30	\$391,304.07	\$381,695.14	\$400,779.90	\$420,818.90	\$441,859.84	\$463,952.83
Stop-Loss Insurance	\$263,487.43	\$266,537.08	\$273,000.00	\$306,517.64	\$352,495.29	\$405,369.58	\$466,175.02	\$536,101.27
Professional Services	\$230,293.01	\$193,220.00	\$217,876.50	\$234,814.40	\$215,208.83	\$220,765.10	\$226,488.05	\$232,382.69
Insurance/Internal Fees	\$351,337.56	\$401,733.76	\$572,890.32	\$595,439.85	\$614,958.51	\$635,452.27	\$656,989.31	\$679,643.80
Other/Miscellaneous Fees	\$13,724.15	\$25,347.04	\$29,077.27	\$42,586.98	\$40,306.59	\$44,137.79	\$41,539.26	\$45,135.48
Total Expenses	\$49,684,221.04	\$55,306,051.60	\$57,599,662.69	\$58,655,889.74	\$61,959,500.14	\$65,495,791.72	\$69,240,344.91	\$73,219,844.63
Net Income	\$863,807.81	(\$587,912.01)	(\$846,337.41)	(\$398,777.94)	(\$158,732.63)	\$487,752.88	\$1,225,347.14	\$2,048,779.71
Ending Cash Assets Balance	\$33,399,992.82	\$32,812,080.81	\$32,553,655.41	\$32,413,302.87	\$32,254,570.24	\$32,742,323.12	\$33,967,670.26	\$36,016,449.97
Liabilities and Reserves								
4010 IBNR Claims Liability Per §4706(a)(1)	\$5,637,280.00	\$5,828,922.00	\$5,828,922.00	\$6,639,823.26	\$7,022,301.84	\$7,427,693.07	\$7,857,426.80	\$8,313,025.69
5010 Surplus Account Per §4706(a)(5)	\$2,514,837.00	\$2,409,497.00	\$2,409,497.00	\$2,819,652.57	\$2,988,831.72	\$3,198,049.94	\$3,421,913.44	\$3,661,447.38
5014 Rate Stabilization Reserve	\$2,184,812.00	\$3,391,769.00	\$3,391,769.00	\$4,149,889.53	\$4,388,938.65	\$4,642,308.17	\$4,910,891.75	\$5,195,641.06
5012 Catastrophic Claims Reserve	\$2,800,000.00	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36	\$5,794,659.36
Total Liabilities and Reserves	\$13,136,929.00	\$17,424,847.36	\$17,424,847.36	\$19,404,024.72	\$20,194,731.57	\$21,062,710.54	\$21,984,891.35	\$22,964,773.49
Unencumbered Fund Balance	\$20,263,063.82	\$15,387,233.45	\$15,128,808.05	\$13,009,278.15	\$12,059,838.67	\$11,679,612.58	\$11,982,778.91	\$13,051,676.48
	42.05%	28.65%	27.51%	23.07%	20.17%	18.26%	17.51%	17.82%

Assumptions 2022 to 2026 Fiscal Years

1. Premium Revenue Increased by 5.0% in 2021, 6.0% in 2022,7.0% in 2023,2024 & 2025
2. Interest Income = Estimated at 0.50% of the Total Cash Asset Balance Per Annum
3. Prescription Drug Rebates Estimated at \$1,700,000 Per Year Based on Advice from ProAct, Inc.
4. Paid Claims Trend for Fiscal Years 2022 through 2026 are 5.0% for Medical Claims and 7.5% for Prescription Drug Claims
5. Administrative Fees Per Agreement with Excellus BCBS then Increased by 3.0% for the Fiscal Years of 2022 through 2026
6. New York State Graduate Medical Expense Increased by 5% Per Annum
7. Specific Stop-Loss Insurance trended by 15% each year.
8. Aggregate Stop-Loss Insurance Removed Based on NYS DFS Approval.
9. All Professional Services Fees Increased by 3% Per Fiscal Year
10. All Insurance Increased by 10% Per Annum
11. All Internal Coordination Fees Increased by 3% Per Annum
12. IBNR Reserve Set at 12% of Expected Incurred Claims Pursuant to §4706
13. Surplus Account Set at 5% of Earned Premium Pursuant to §4706
14. Claims/Rate Stabilization Reserve Set at 7.5% of Expected Medical and Rx Paid Claims for Each Fiscal Year
15. Catastrophic Claims Reserve Set at \$4.5 Million for 2020 Per GTCMHIC Board of Directors Resolution then Increased by Each Year Thereafter by the Variance Between the Budgeted Premium and the Actual Premium.



The Winners of the June Employee Well-Being Challenge!



This photo shows Diana staying active in the great outdoors!



This photo shows Jami staying active while gardening!

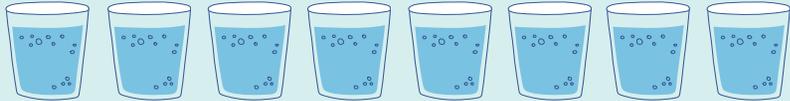
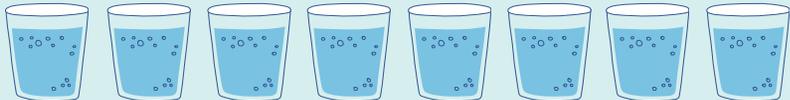
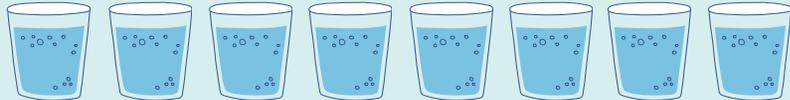
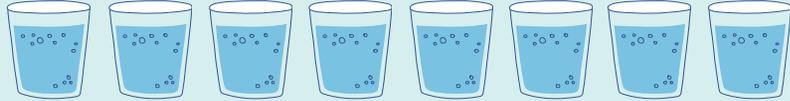
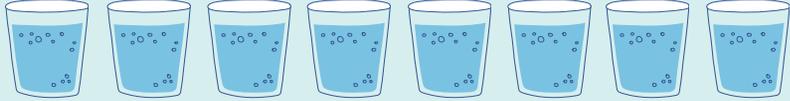
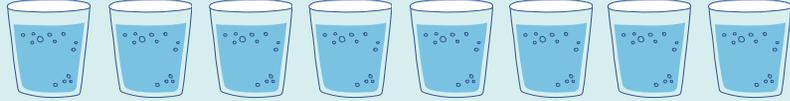
Diana Crouch

Healthy Neighborhoods
Program Education
Coordinator
Tompkins County Health
Department

Jami Breedlove

Project Assistant
Tompkins County Health
Department

HYDRATION CHALLENGE

SUN	
MON	
TUE	
WED	
THU	
FRI	
SAT	



8 Glasses a Day Challenge

 Cross off a glass for each 8 ounces of water you consume.

Hydration Facts

-  Since your brain is mostly water, drinking it helps you think, focus and concentrate better.
-  Staying hydrated can help flush out toxins and have a healthier skin complexion.
-  Hydration helps your joints and muscles function correctly.

Directors, Benefit Clerks, and Joint Committee Members;

August Eat Fresh Theme

August in Upstate New York means that a multitude of fresh fruits and vegetables are in peak season and a great time to eat fresh. Only **1 in 10 adults** consume the recommended serving of fruits and vegetables. Attached you will find the New York State harvest schedule and below is a link to find local farmer's markets close to you, so you can explore eating fresh while also eating local.

Seven of the top 10 leading causes of death in the United States are from chronic diseases. Eating a diet rich in fruits and vegetables daily can help reduce the risk of many leading causes of illness and death, including heart disease, type 2 diabetes, some cancers, and obesity. See the attachments for healthy recipes and the links below for useful tools to promote eating healthy.

- [NYS Farmer's Markets](#)- use this link to look up where the closest farmer's market is located. Eat fresh, eat local!
- [Bored Stressed or Hungry?](#)- We often fill times of boredom or stress with food. Watch this short video to find alternatives.
- [My Plate Quiz](#)- This quiz gives you personalized ideas to help promote healthy eating habits through recipes, ideas, shopping tips, and more!
- [5 A Day Challenge](#)- This is self-motivated challenge to eat more fruit and vegetables every day on the Tompkins County Health Department website.
- [Nutrition By Age](#)- How often do you ask what should my child be eating to help with development? Or is there something I should be eating to help supplement my nutrition as I age? Or maybe you just need new ideas for healthy snack options? This is a great resource.
- [Healthy Snacking](#)- This video discusses healthy substitutes for snacks throughout your day.

August Eat Fresh Challenge- Prize is a \$50 gift card to Wegmans or a \$50 Gift Card to your Local Farmer's Market (where available.)

To celebrate our local farmer's markets and the peak of harvest season for a variety of local produce, the Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC) is sponsoring an Eat Fresh Challenge the month of August. Each participant can earn up to **twenty entries** to win a **\$50** gift card. Participation is easy and no enrollment is necessary; it is voluntary and relies on the honor system.

Those wishing to participate need to submit documentation to the Consortium that they engaged in some or all the activities below during the month of August. Participants do not have to do all items to participate. Employees will have **until September 10th** to submit this form along with documentation to the Consortium to be entered to win the prize.

*** The Employee Eat Fresh Challenge will be emailed separately to all Benefits Clerks to promote.

Mental Health Continual Focus

The Joint Committee on Plan Structure and Design has listed mental health as a number one priority regarding our wellness communication pieces. Therefore, we will continue to provide you with information and ideas to promote mental health awareness in your workplace.

- [Suicide Prevention and Crisis Service](#)- If you are feeling stressed, depressed, overwhelmed, having thoughts of suicide, or are worried about a loved one, it helps to be heard. Call for a free and confidential crisis counseling. They don't judge or try to fix. They listen and help you figure out your best next step. The Crisisline 607-272-1616 or toll free 1-800-273-8255.
- [Headspace](#)-

Here are some ideas for your organization:

- Share/post the attached flyers with employees.
 - Scheduling a set time to share each week an information sheet or link helps keep your employees engaged in the wellness conversation.
- Promote the Eat Fresh Challenge
 - Additional email to follow that can be forwarded on to all your employees***
- Recipe Sharing
 - Encourage employees to share recipes or even extra produce from their gardens at home.
- If you mainly communicate with employees via email, sometimes inserting an image into the body of an email is more effective than sending it as an attachment.
- Printing flyers and articles in color can be an easy way to make a bulletin board or flyer more eye catching and therefore more likely to be read by employees.

Please think of the Consortium as a resource and feel free to contact me if you need additional resources, are looking to develop a challenge, or have ideas for upcoming wellness events or topics.



Employee Eat Fresh Challenge!

To celebrate our local farmer's markets and the peak of harvest season for a variety of local produce, the Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC) is sponsoring an Eat Fresh Challenge the month of August.

Each participant can earn up to **twenty entries** to win a **\$50 Wegman's gift card or a \$50 gift card to your local farmer's market if available**. Participation is easy and no enrollment is necessary; it is voluntary and relies on the honor system.

Those wishing to participate need to submit documentation to the Consortium that they engaged in some or all the activities below during the month of August. Participants do not have to do all items listed below to participate. Employees will have **until September 10th** to submit this form along with documentation to the Consortium to be entered to win the prize.

Here are the ways employees can earn entries into the prize drawing (please check off all you've completed):

- Complete your My Plate Quiz found at www.myplate.gov (2 entries)
- What are the 5 My Plate food groups (1 entry for every correct answer, possible total of 5 entries)
 - 1) _____ 2) _____ 3) _____
 - 4) _____ 5) _____
- Submit a healthy recipe. Limit 2 recipes per person. Pictures of the dish would be wonderful! (Each recipe is worth 2 entries for a maximum of 4 entries)
- Submit a photo of a meal you have had in August to start using the My Plate way of eating. Limit up to 3 different meals. (1 entry per meal photo, possible total of 3 entries)
- List two fresh produce items that are currently in season in New York State. You can use the link to look it up if needed. (2 entries)
 - <https://agriculture.ny.gov/system/files/documents/2019/03/harvestchart2016english.pdf>
 - 1) _____ 2) _____
- Name 3 farmer's markets near you. Need help finding them? No problem, use the following link to search by NYS County. <https://agriculture.ny.gov/farmers-markets-county?county=Albany> (each entry earns you 1 entry for a possible total of 3 entries)
 - 1) _____ 2) _____ 3) _____
- Create an Excellus account online and explore the accounts features (this is a great way to order replacement cards). www.excellusbcbs.com (1 entry)

Each employee interested in participating must send documentation or let us know how they participated to consortium@tompkins-co.org by **September 10th** to be entered in the program raffle. The winner will be announced September 17th. Any photos given to the Consortium may be used for Wellness program outreach in the future; by signing below you are giving permission to use your photos for outreach purposes.

Name: _____

Date: _____

Email: _____

Phone: _____

