



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."

Audit and Finance Committee

Agenda – May 24, 2022

3:00 PM

Town of Ithaca/Zoom Meeting

(see meeting invite or contact consortium@tompkins-co.org for information to join meeting)

1. Call to Order (3:00) S. Thayer
2. Changes to Agenda
3. Approve Minutes – April 26, 2022
4. Executive Director (3:05) E. Dowd
 - a. Report
 - b. Annual Report
 - c. Wilmington Trust June Meeting
5. Resolution: Authorization to Participate in NYCLASS T. Apalovich
6. Discussion: Long-term Business Planning Discussion (3:25) J. Drake
7. Update on Prescription Drug Claims Audit (3:45) B. Shattuck
8. Financial Update (3:55)
 - a. Finance Manager Update T. Apalovich
 - b. Approval: Monthly Abstract
 - c. Approval: Invero Final Invoice – 2021 Audit
 - d. Budget Performance Report S. Locey
 - e. Report on large loss claim activity
9. Next meeting Agenda Topics (4:10)
 - a. Continued discussion of Catastrophic Claims Self-Insurance Pool
10. Adjourn (4:15)

Next Meeting: June 28, 2022 – 3 p.m.

**Audit and Finance Committee
Minutes - DRAFT
April 26, 2022
Remote by Zoom**

Present: Eric Snow, Bud Shattuck, Steve Thayer, Lorie Corsette, Rordan Hart, Amanda Anderson, Laura Shawley, Peter Salton (arrived at 3:08 p.m.)
Absent: Tim Arnold
Staff/Guests: Elin Dowd, Executive Director; Rob Spenard, Paul Pelton, Locey and Cahill; Rick Snyder, Treasurer; Judy Drake, Board Chair; Teri Apalovich, Finance Manager; Kylie Rodrigues, Benefits Specialist; Mimi Theusen, Patrick Jordan, Insero & Co., LLP

Call to Order

Mr. Thayer, Chair, called the meeting to order at 3:01 p.m.

Changes to the Agenda

There were no changes to the agenda.

Approval of Minutes of March 22, 2022

It was MOVED by Mr. Thayer, seconded by Mr. Snow, and unanimously adopted by voice vote by members present, to approve the minutes of March 22, 2022 as submitted. MINUTES APPROVED.

Presentation of External Audit

Ms. Dowd introduced Patrick Jordan and Mimi Theusen of Insero & Co, LLP to present the results of Consortium's 2021 external audit.

Mr. Salton arrived at this time.

Mr. Jordan, Engagement Partner, presented the results of the 2021 external audit performed by Insero and Co., including the Executive Summary, Management Comment Letter, Communication Letter, and draft financial statements. He said the audit process was positive and reviewed the documents accompanying the audit and the process that was followed in its development. He referenced the Management Discussion and Analysis Letter and stated there were no concerns related to compliance or internal controls and no deficiencies or material weaknesses identified. He and Ms. Theusen commented that they had no issues obtaining information; all requests were responded to in a very timely manner.

In response to Mr. Salton, Ms. Dowd said the report has been reviewed and conversations took place during the audit process. She said there are things that are articulated this year in a slightly different way but believes the audit presents information in a clearer format. Mr. Salton expressed appreciation for the work that went into changes in how information was presented.

Mr. Jordan said a minor correction still needs to be made and a final report will be provided to the Consortium.

Mr. Snyder called attention to the level of reserves and said the balance at the end of 2021 shows how much reserves went up or down. He noted that for the first time in a long time the net fund balance decreased substantially from \$15.1 million to \$10.9 million. He said this Committee has been looking for many years at reducing the unrestricted fund balance as there is frequently

a question asked as to why the fund balance is growing. This information shows how much of a hit was taken and for the first time the Consortium can say the fund balance went down considerably; however, this is the direction the Board of Directors wanted to go in. Mr. Jordan commented that the balance is in line with other similar types of governmental organizations.

Mr. Snyder said the Investment Management Subcommittee is currently looking at other investment vehicles that the Consortium may move to in the future that may take on a little more risk. He explained how securities are mark to market and said it could show up as a gain during good times or as a loss as it has in the past year and noted the Consortium has never lost any money on principal. He spoke to the large fluctuations and the way securities are marked, noting it doesn't mean the investment activity of the Consortium was doing anything wrong; it is just how the market swings.

**RESOLUTION NO. AFC 001-2022 – ACCEPTANCE OF 2021 EXTERNAL AUDIT REPORT
PERFORMED BY INSERO & CO.**

MOVED by Mrs. Shawley, seconded by Mr. Salton, and unanimously adopted by voice vote by members present.

WHEREAS, the Board of Directors entered into a contract for auditing services with Insero & Co. LLP for the purpose of conducting an external audit of the Consortium's financial records for fiscal year 2021, now therefore be it

RESOLVED, on recommendation of the Audit and Finance Committee, That the 2021 external audit report prepared and presented to the Audit and Finance Committee by Insero & Co. is hereby accepted.

* * * * *

Executive Director Report

Ms. Dowd thanked everyone involved with the audit process, particularly Ms. Apalovich, and noted she just finished her first year with the Consortium. She reported the Annual Jurat has been completed and will be sent to DFS (Department of Financial Services) and will be followed next week by the 2022 first quarter financial filing.

Ms. Dowd reported the first round of interviews have begun for filling the Clerk of the Board position. She also reported on the new member application process and said several inquiries are being received. Two in-person meetings have been held and some comparisons are in the process of being done. She reminded members of the long-term business planning retreat that will take place on May 4th and invited everyone to attend the in-person event with more information to follow. She reported at the upcoming Joint Committee meeting on May 5th both Excellus and ProAct will be doing their utilization reviews.

Ms. Dowd reported a webinar will be held on April 28th to promote the Consortium's Wellness Program; the topic will be advanced care planning. An attorney has volunteered to be in attendance to speak and answer questions at no cost to the Consortium.

Report from the Investment Management Subcommittee

Mr. Hart said at the Subcommittee discussed whether there is interest in expanding the allowable types of investments that the Consortium's Investment Policy allows for to include everything that is allowed under GML (General Municipal Law). The Committee concluded that it was worth allowing the fund manager to potentially be able to take advantage of other types of

investment opportunities; he noted this doesn't mean the Consortium would be taking on a lot more risk. A second decision was made to not issue a Request for Proposals until 2023 as it would be fairer to allow Wilmington Trust to operate under the new guidelines for a period of time.

Mr. Hart said a change to the Investment Policy would require full Board of Directors approval which would take place at the Annual Meeting in September. At the earliest this would allow Wilmington Trust to operate under expanded guidelines in the last quarter of 2022.

Ms. Dowd said she and Ms. Apalovich will be meeting with Wilmington Trust in May and will ask them to set up a plan to show how and if they would change anything in the Consortium's portfolio based on the amended policy.

**RESOLUTION NO. – 2022 – APPROVAL OF AMENDED INVESTMENT
MANAGEMENT POLICY**

MOVED by Mr. Hart, seconded by Ms. Corsette, and unanimously adopted by voice vote by members present.

WHEREAS, the Consortium's Investment Management Policy currently restricts the Consortium from investing in additional investment vehicles that are authorized under General Municipal Law (GML), and

WHEREAS, upon discussion by the Investment Management Subcommittee, there is interest in allowing the Consortium's Investment Manager to have the ability to invest and capitalize on other investments that are permitted under GML and structure a portfolio based on the Consortium's cash flow needs, utilizing instruments that would produce the best return, now therefore be it

RESOLVED, on recommendation of the Investment Management and Audit and Finance Committees, That the Consortium's amended Investment Management Policy is hereby approved.

* * * * *

**RESOLUTION NO. - 2022 – AMENDMENT OF RATE STABILIZATION RESERVE
POLICY TO DEFINE CLAIMS RESOLUTION**

Ms. Dowd said in response to some confusion that occurred during the audit on how the Rate Stabilization number was calculated, staff is recommending the Consortium use the DFS definition going forward. Ms. Apalovich said this will be helpful going forward and she doesn't foresee any difference in the numbers being presented moving forward.

MOVED by Mr. Thayer, seconded by Mr. Snow, and unanimously adopted by voice vote by members present.

WHEREAS, the Consortium's Finance Manager recommends it would be prudent to define claims in the Consortium's Rate Stabilization Reserve Policy, now therefore be it

RESOLVED, on recommendation of the Audit and Finance Committee, that the Executive Committee, on behalf of the Board of Directors, That the Rate Stabilization Reserve Policy be amended to define claims to be: "DFS Jurat NY4 Line 17 Total hospital and medical, which includes Medical and Prescription claims, NYS Graduate Medical Education Tax, Patient Care Outcomes Research Institute Fee (PCORI) less any Stop Loss Recovery received".

* * * * *

Financial Report

Abstract Approval

Ms. Apalovich presented and reviewed the April monthly financial abstract; there were no questions or concerns. It was MOVED by Mr. Thayer, seconded by Mrs. Shawley, and unanimously adopted by voice vote by members present, to approve the April 2022 monthly abstract. MOTION CARRIED.

Budget Performance Report

Mr. Pelton reviewed financial results through March 31, 2022 and stated revenues were approximately 3% under budget; much of this is attributed to an expected prescription drug rebate that once received should catch revenue up to budget. Mr. Pelton reported prescription drug claims and medical claims are collectively 10.69% (\$ 1 million) under budget. He noted admin. fees appear to be overbudget; he has reached out to both Excellus and ProAct to confirm the numbers are correct.

Mr. Spenard reported on large losses for 2021 that were included in the Stop Loss policy that just concluded as it had three months of runout after the end of the calendar year. There was an increase over the prior year by approximately \$3 million with 66 individuals having claims over \$100,000. Results were just under \$14.1 million and compared to last year there was increase in the total large loss claims paid by about \$3 million but there was also an increase in covered lives. He reported the deductible for the one lasered individual for 2022 was lowered from \$1 million to \$700,000; that individual finished 2021 with approximately \$712,000 in claims. To date in 2022 there have been four individuals with claims in excess of \$100,000 with the largest being \$157,000. This individual showed up on the 2021 report with claims totaling \$634,000 for the year. Mr. Pelton said the Consortium ended the first quarter of 2022 in a great position.

Next Agenda Topics

The following items will be included on the next agenda:

- Long-term business planning discussion
- Continued discussion of Catastrophic Claims Self-Insurance Pool
- Update on Prescription Drug Claims Audit; and

Adjournment

The meeting adjourned at 4:25 p.m.

Respectfully submitted by Michelle Cocco, Clerk of the Board



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RESOLUTION NO. – 2022 – AUTHORIZATION TO PARTICIPATE IN NYCLASS

WHEREAS, New York General Municipal Law, Article 5-G, Section 119-o (Section 119-o) empowers municipal corporations [defined in Article 5-G, Section 119-n to include school districts, boards of cooperative educational services, counties, cities, towns and villages, and districts] to enter into, amend, cancel, and terminate agreements for the performance among themselves (or one for the other) of their respective functions, powers, and duties on a cooperative or contract basis, and

WHEREAS, the Greater Tompkins County Municipal Health Insurance Consortium wishes to invest portions of its available funds in cooperation with other corporations and/or districts pursuant to the NYCLASS (New York Cooperative Liquid Assets Securities System) Municipal Cooperation Agreement Amended and Restated as of March 28, 2019, and

WHEREAS, wishes to satisfy the safety and liquidity needs of their funds, now therefore be it

RESOLVED, on recommendation of the Audit and Finance Committee, That the Executive Committee on behalf of the Board of Directors, hereby authorizes Elin R. Dowd, Executive Director, on behalf of the Greater Tompkins County Municipal Health Insurance Consortium, to participate in the NYCLASS Program under the terms of the NYCLASS Municipal Cooperation Agreement Amended and Restated as of March 28, 2019.

Key Contact Signature

Executive Director

Elin R. Dowd

Printed Name

Date

**The key contact on an account is the main point of contact for an entity. They receive voting credentials for Governing Board elections and all other important communications.*

BMi

Audit Services

\$26.78M

Total payments audited.

193,964

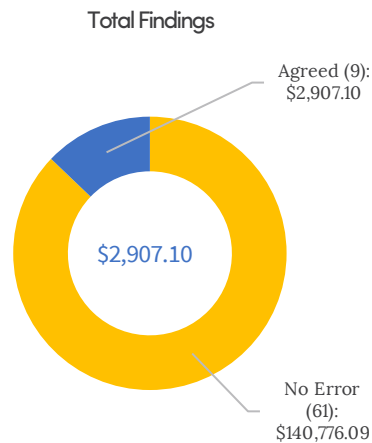
Total # of claims audited.

\$143,683.19

Total payments sampled.

70

Total # of claims sampled.



1/1/2019 - 12/31/2020
Timeframe of claims audited.

Background Details

BMI Audit Services was contracted to assess the accuracy of claims administration of the prescription drug benefits plan sponsored by Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC). Using electronic claims and eligibility data provided to us, various administrative service groupings were tested. These groups include eligibility, cost control, fraud/waste/abuse, member liability and plan design. Based on the assessment results, a sample of claims was selected for further review. This report presents the key findings of this comprehensive audit.

The opinions expressed within this report relate narrowly and specifically to the overall efficiency of the claims administrator's management policies, procedures, and controls, as well as to the accuracy and validation of paid claims. BMI is not a certified public accounting firm and the results of this audit are not designed to support the accuracy of financial statements.

Summary

Based on the procedures that were performed, it is BMI's opinion that there are claims errors and other administrative issues identified that expose GTCMHIC to financial risk. Some of the administrative issues we identified during our manual review have been confirmed by both BMI and ProAct to be processing errors made by the claims administrator. BMI recommends that these findings be reviewed, and steps taken to ensure that ProAct's systems, training, investigative techniques, and documentation practices are consistent with the intent of the health plan going forward.

Greater Tompkins County Municipal Hlth Insurance Consortium

MONTHLY ABSTRACT - MAY 2022

Type	Date	Pymt Num	Invoice #	Name	Memo	Amount
Check	04/22/2022	A2661884		EXCELLUS HEALTH PLAN - CLAIMS	04132022-04192022	\$ 771,302.20
Check	04/22/2022	A2661884		EXCELLUS HEALTH PLAN - CL	03312022 Covered Lives	\$ 30,928.44
Check	04/29/2022	A2703273		EXCELLUS HEALTH PLAN - CLAIMS	04202022-04262022	\$ 594,886.42
Check	05/06/2022	A2992929		EXCELLUS HEALTH PLAN - CLAIMS	04272022-05032022	\$ 668,307.56
Check	05/13/2022	A3609112		EXCELLUS HEALTH PLAN - CLAIMS	05042022-05102022	\$ 946,734.60
Check	04/26/2022	A2672059		EXCELLUS HEALTH PLAN - GROUP	May 2022 Admin Fees	\$ 153,826.20
Check	04/25/2022	A2682779		PROACT, INC.	04/01/2022-04/15/2022	\$ 694,676.27
Check	05/05/2022	A2989003		PROACT, INC.	04/16/2022-04/30/2022	\$ 743,469.16
Bill	04/30/2022	5134	05072022	CHASE	Credit Card	\$ 1,516.92
Bill	04/13/2022	5135	470328	Hancock Estabrook LLP	Legal Services through 03/31/2022	\$ 770.00
Bill	04/20/2022	5136	20220420a	Mercury Networks	Exec Dir & Clerk Laptops	\$ 3,755.88
Bill	03/31/2022		2022-04	TOWN OF ITHACA NY	Payroll	\$ 37,136.88
Bill	04/01/2022		May 2022 Rent	TOWN OF ITHACA NY	May 2022 Rent	\$ 800.00
Bill	04/16/2022		33453	CANARX	4/1/2022-04/15/2022	\$ 5,415.00
Bill	04/30/2022		33569	CANARX	4/16/2022-4/30/2022	\$ 4,930.40
Bill	05/16/2022		33850	CANARX	5/1/2022-5/15/2022	\$ 9,321.30
Bill	05/01/2022		17282	Locey & Cahill	May Invoice	\$ 7,625.00
Bill	05/10/2022		Apr Phones	Tompkins County	Apr Phone Charges	\$ 20.24
						\$ 4,675,422.47



20 Thornwood Drive, Suite 200
Ithaca, New York 14850
(607) 272-4444
www.inserocpa.com

Teri M. Apalovich
Greater Tompkins County Municipal
Health Insurance Consortium
PO Box 7
Ithaca, NY 14851

Invoice: 127278
Date: 04/30/2022
Due Date: Net 30 Days
Client ID: 4122

Final billing for audit services for the year ended December 31, 2021 and related matters.

\$4,500.00

Account Activity

Beginning Balance	\$10,000.00
Current Period Invoice(s)	4,500.00
Receipts	(10,000.00)
Adjustments	0.00
Service Charges	0.00
Amount Due	\$4,500.00

Invoice Total

\$4,500.00

Please detach lower portion and include with remittance. Remit to: Insero & Co. 20 Thornwood Dr., Suite 200, Ithaca NY 14850

ID: 4122

Greater Tompkins County Municipal

Teri M. Apalovich

Invoice: 127278

Date: 04/30/2022

Due Date: Net 30 Days

Total Amount Due: \$4,500.00

Billing Address:

PO Box 7
Ithaca, NY 14851

Amount Enclosed: \$ _____

INVOICES ARE DUE AND PAYABLE UPON RECEIPT.
AMOUNTS UNPAID AFTER 30 DAYS ARE SUBJECT TO A FINANCE CHARGE AS PERMISSIBLE UNDER STATE LAW.



2022 Fiscal Year Budget Performance Report As of April 30, 2022

Locey & Cahill, LLC
250 South Clinton Street, Suite 340
Syracuse, NY 13202
Tel (315) 425-1424
Fax (315) 425-1394
E-mail: slocey@loceycahill.com



Section 1

2022 Fiscal Year-to-Date Income Budget vs Actual Results

2022 Income Budget vs Actual (04/30/2022)

Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC)

2022 Budget Performance Analysis

Results as of: 4/30/2022
of Months: 4

		2022 Adopted Budget	2022 Amended Budget	2022 Year-to-Date	2022 Actual Results	Variance	% Difference
Income							
	Medical and Rx Plan Premiums *	\$57,752,443.75	\$55,937,315.28	\$18,645,771.76	\$18,361,912.80	-\$283,858.96	-1.52%
9020	Interest	\$45,660.35	\$45,660.35	\$15,220.12	\$12,067.33	-\$3,152.79	-20.71%
9010	Rx Rebates	\$3,000,000.00	\$3,000,000.00	\$750,000.00	\$437,789.74	-\$312,210.26	-41.63%
9040	Stop-Loss Claim Reimbursements	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
9035	Finance Charge Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
9030	Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Total Income		\$60,798,104.10	\$58,982,975.63	\$19,410,991.88	\$18,811,769.87	-\$599,222.01	-3.09%

Key Facts:

1. Total Income was 3.09% below the amended budget, with premium income being 1.52% below the amended budget for the first 4-months of the fiscal year. The amended budget reflects the changes in plan designs and demographics of the participants as detailed below:
 - a. There has been some additional movement of covered members from traditional Indemnity and PPO Plans to the Consortium's Platinum PPO Plan.
 - b. Changes in covered lives and contract counts.
 - c. Enhanced Rx Rebates will be in effect following the June 2022 payment.

2022 Income Budget vs Actual (04/30/2022)

Key Facts (continued):

- c. The number of contracts insured by the Consortium increased by 2.81% and the number of covered lives grew by only 1.94%. 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>
2011	1,995	1,056	1,348	4,400
2012	2,004	1,058	1,386	4,448
2013	2,281	1,228	1,567	5,077
2014	2,269	1,188	1,556	5,012
2015	2,301	1,173	1,546	5,021
2016	2,322	1,186	1,555	5,063
2017	2,397	1,208	1,567	5,172
2018	2,439	1,216	1,546	5,201
2019	2,867	1,436	1,867	6,170
2020	2,942	1,454	1,876	6,271
2021	3,035	1,406	1,862	6,303
2022	3,119	1,422	1,884	6,425

* Member = Employee, Retiree, or COBRA Contract Holder

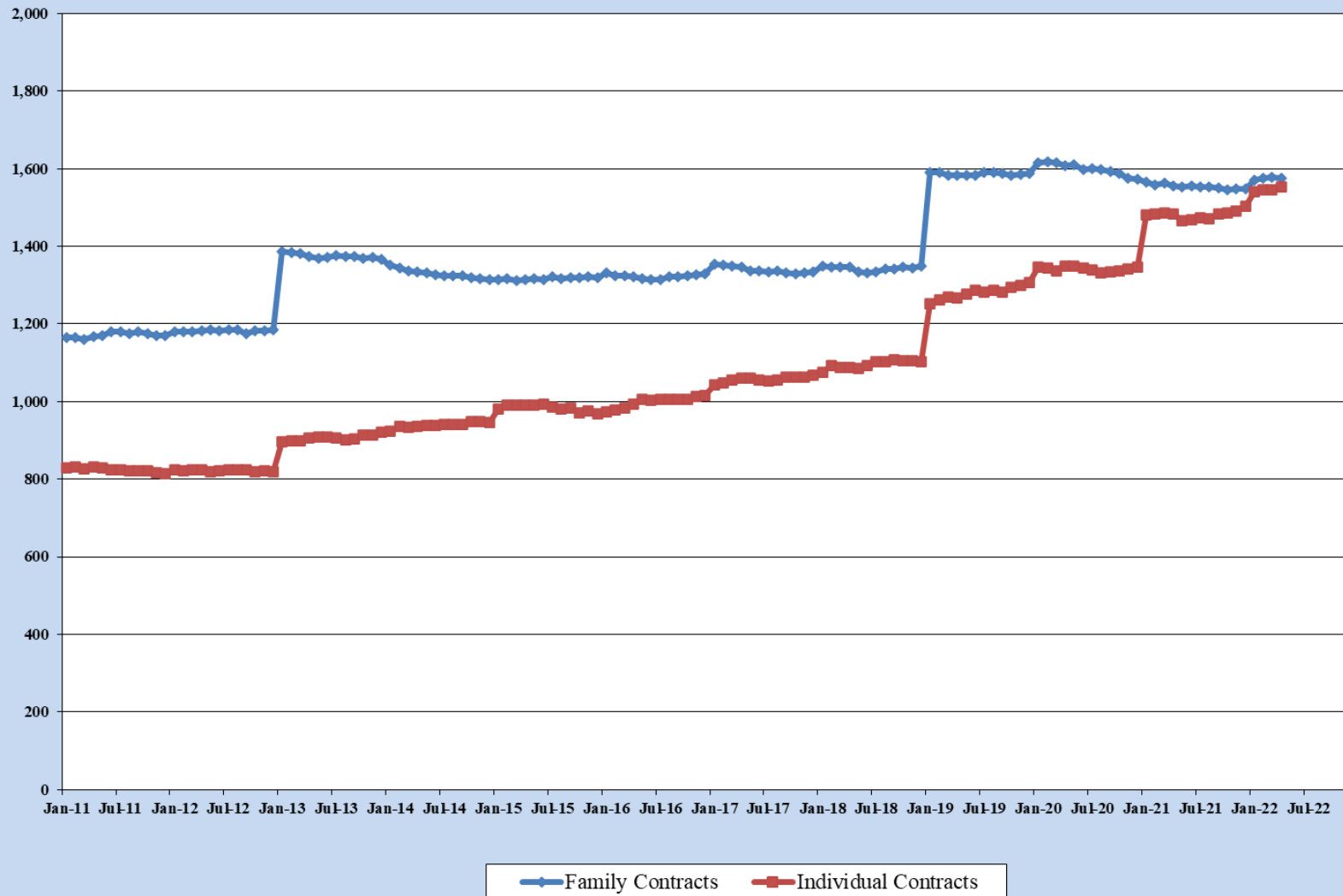
Monthly Average Contract Count by Fiscal Year

<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>
2011	1,172	824	1,995	2.205	3.053
2012	1,182	822	2,004	2.220	3.068
2013	1,375	907	2,281	2.225	3.033
2014	1,329	939	2,269	2.209	3.064
2015	1,317	984	2,301	2.182	3.065
2016	1,322	999	2,322	2.181	3.073
2017	1,340	1,058	2,397	2.157	3.071
2018	1,343	1,096	2,439	2.133	3.057
2019	1,586	1,281	2,867	2.152	3.082
2020	1,600	1,342	2,942	2.132	3.081
2021	1,555	1,481	3,036	2.076	3.101
2022	1,575	1,547	3,121	2.058	3.098

Greater Tompkins County Municipal Health Insurance Consortium

Monthly Contract Count by Plan Type

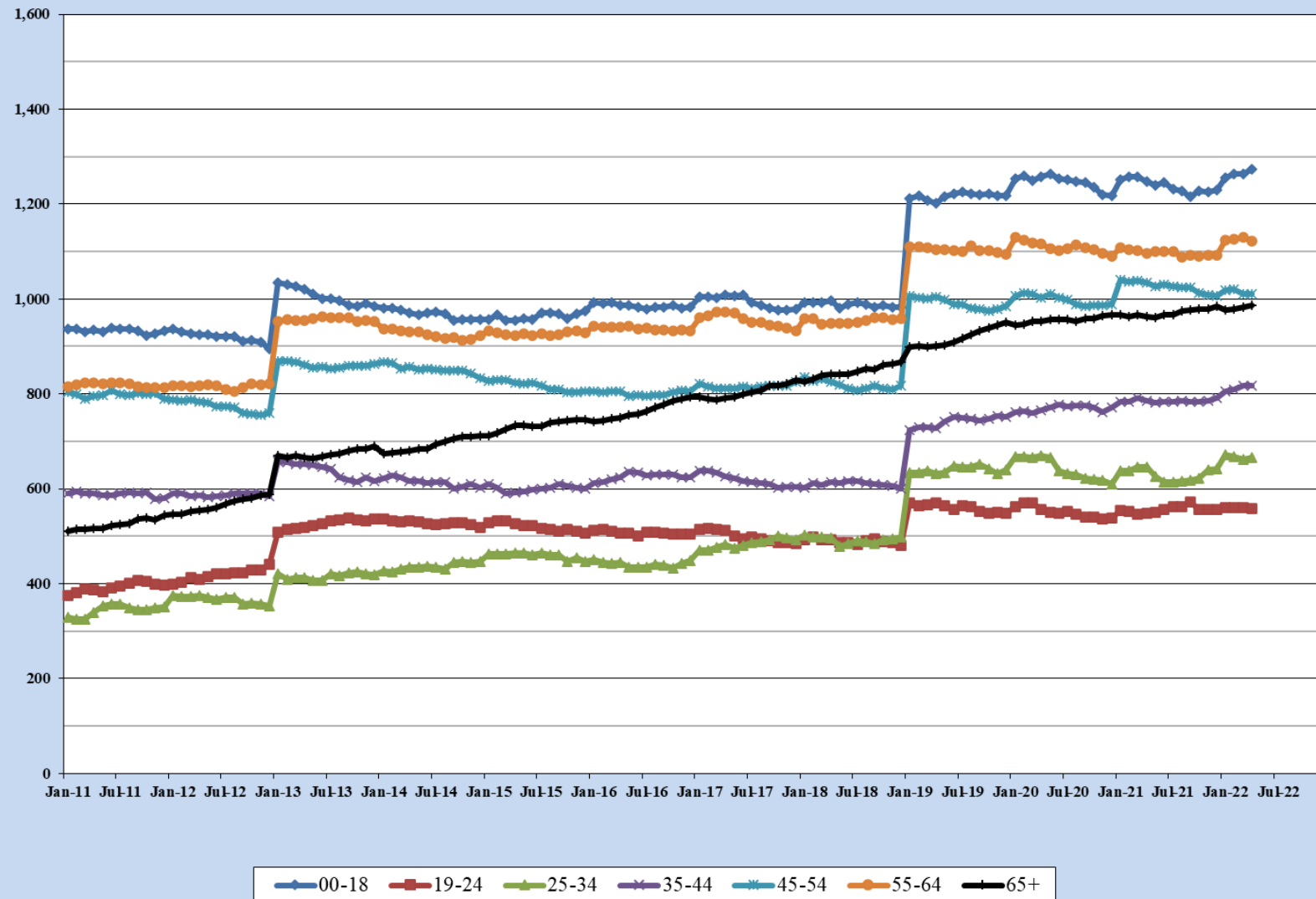
January 1, 2011 to April 30, 2022



Greater Tompkins County Municipal Health Insurance Consortium

Monthly Covered Lives by Age Band

January 1, 2011 to April 30, 2022



2022 Income Budget vs Actual (04/30/2022)

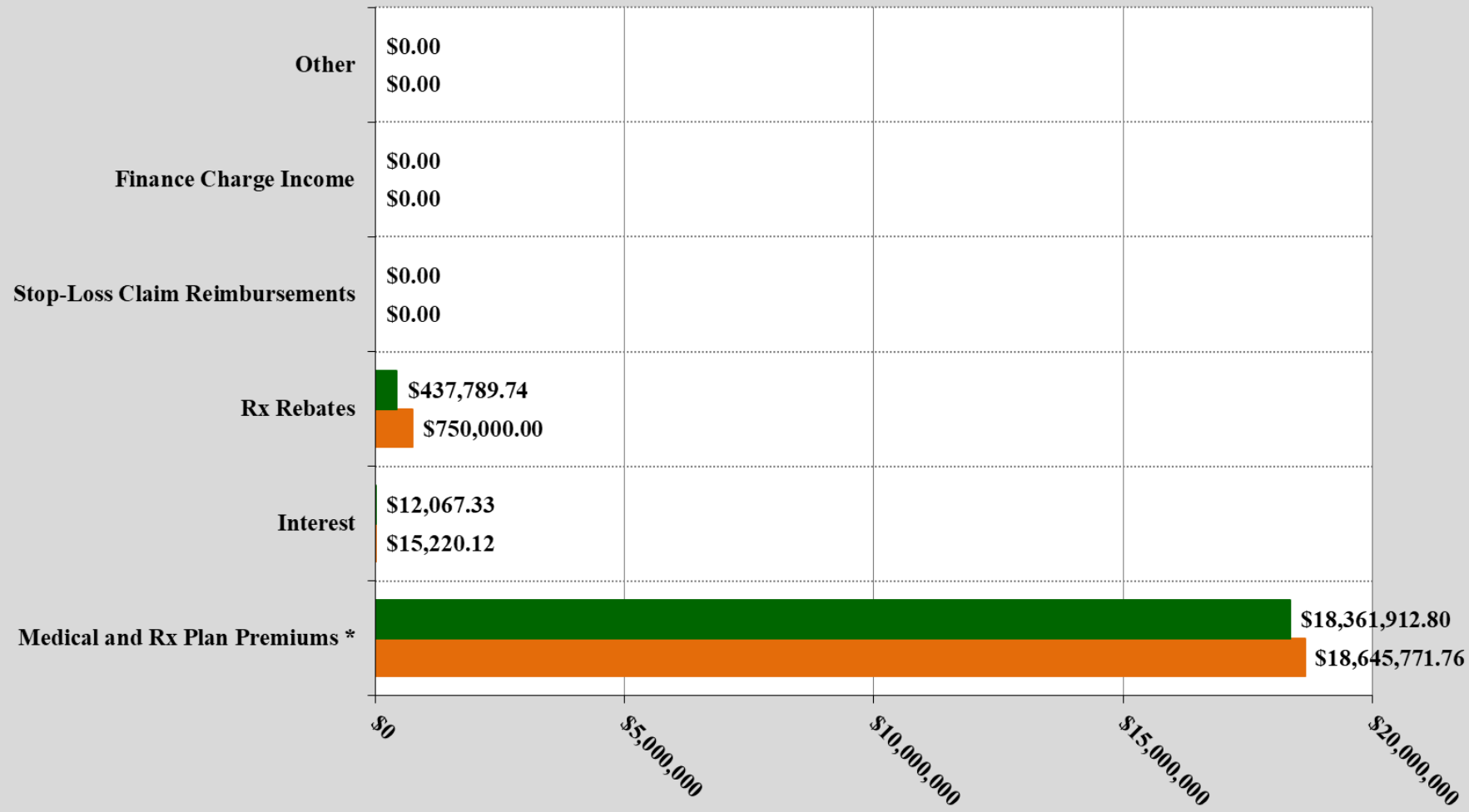
Key Facts (continued):

2. The Consortium invests in notes/bonds which are held to maturity but records 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 the 2022 Fiscal Year.
3. There has been one pharmaceutical manufacturer rebate payment received from ProAct, Inc. for the 2022 Fiscal Year as of this report. The Consortium received a payment totaling approximately \$438,000 in early April which represents the 3rd Quarter Rebate Payment for the 2021 Plan Year which should have been received in March, so this payment was booked in the 1st quarter by the Consortium.
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 March 31st. 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

2022 Income Distribution

January 1, 2022 to April 30, 2022



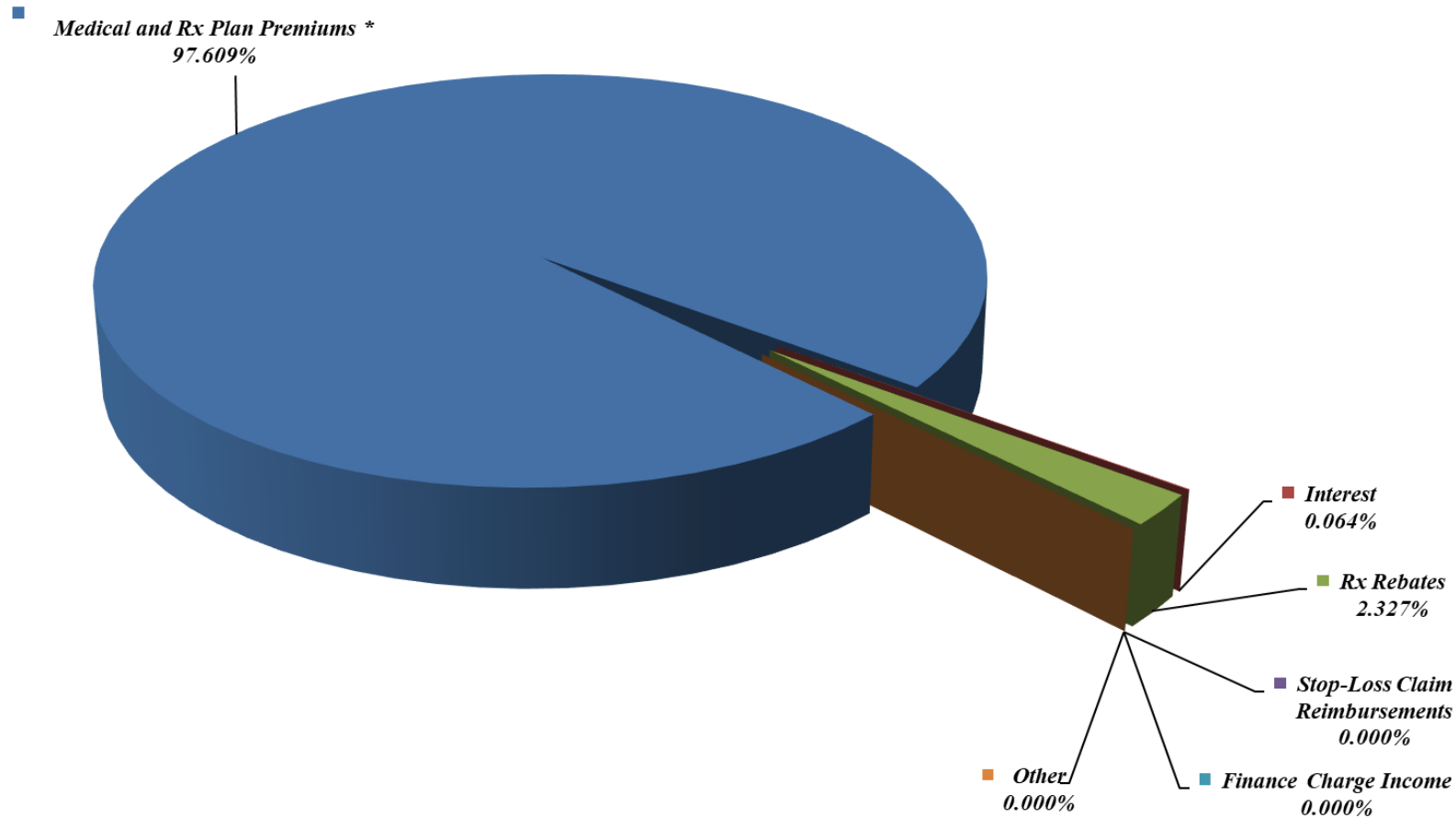
■ 2022 Actual Income

■ 2022 Budgeted Amounts

Greater Tompkins County Municipal Health Ins. Consortium

2022 Income Distribution

January 1, 2022 to April 30, 2022





Section 2

2022 Fiscal Year-to-Date Expense Budget vs Actual Results

2022 Expense Budget vs Actual Results (04/30/2022)

		2022 Adopted Budget	2022 Amended Budget	2022 Year-to-Date	2022 Actual Results	Variance	% Difference
Expenses							
8090	Medical Paid Claims	\$40,780,345.45	\$40,780,345.45	\$13,266,136.01	\$12,523,382.65	-\$742,753.36	-5.60%
	Advance Deposit / Pre-Paid Claims	\$37,344.64	\$65,900.00	\$65,900.00	\$65,900.00	\$0.00	0.00%
8120	Rx Paid Claims - ProAct	\$16,506,765.82	\$16,506,765.82	\$5,396,442.67	\$5,289,461.95	-\$106,980.72	-1.98%
8121	Rx Paid Claims - CanaRx	\$161,366.59	\$161,366.59	\$53,788.86	\$43,883.30	-\$9,905.56	-18.42%
8084	Flu Clinic Fees	\$20,037.48	\$23,042.13	\$7,680.71	\$0.00	-\$7,680.71	-100.00%
8050	Medical Admin Fees	\$1,521,623.78	\$1,502,656.92	\$500,885.64	\$523,662.80	\$22,777.16	4.55%
	Rx Admin Fees	\$206,958.25	\$226,592.82	\$75,530.94	\$89,769.45	\$14,238.51	18.85%
8091	NYS Covered Lives Assessment	\$391,982.86	\$319,060.15	\$106,353.38	\$123,437.41	\$17,084.03	16.06%
9060	ACA PCORI Fee	\$18,886.41	\$18,886.41	\$18,886.41	\$0.00	-\$18,886.41	-100.00%
8110	Specific Stop-Loss Insurance (Actual)	\$313,950.00	\$723,382.00	\$241,127.33	\$99,492.13	-\$141,635.20	-58.74%
8000	Accounting Fees	\$19,000.00	\$19,000.00	\$6,333.33	\$9,000.00	\$2,666.67	42.11%
8010	Actuarial Fees	\$10,000.00	\$10,000.00	\$3,333.33	\$7,200.00	\$3,866.67	116.00%
8020	Audit Fees (Financial)	\$14,420.00	\$14,420.00	\$13,390.00	\$10,000.00	-\$3,390.00	-25.32%
8021	Audit Fees (Claims)	\$51,295.00	\$51,295.00	\$17,098.33	\$19,875.00	\$2,776.67	16.24%
8055	Consultant Fees (Barber & Strat Plan)	\$45,000.00	\$25,000.00	\$8,333.33	\$0.00	-\$8,333.33	
8030	Consultant Fees (L&C)	\$91,650.00	\$91,650.00	\$30,550.00	\$30,500.00	-\$50.00	-0.16%
8070	Legal Fees	\$12,000.00	\$12,000.00	\$4,000.00	\$990.00	-\$3,010.00	-75.25%
8065	Wellness Program Costs	\$25,000.00	\$25,000.00	\$8,333.33	\$50.00	-\$8,283.33	-99.40%
66001	Executive Director (Salary)	\$96,450.00	\$96,450.00	\$32,150.00	\$33,384.78	\$1,234.78	3.84%
66002	Fringe Benefits	\$119,635.00	\$119,635.00	\$39,878.33	\$24,590.70	-\$15,287.63	-38.34%

2022 Expense Budget vs Actual Results (04/30/2022)

		2022 Adopted Budget	2022 Amended Budget	2022 Year-to-Date	2022 Actual Results	Variance	% Difference
Expenses							
66003	Clerk of the Board (Salary)	\$74,300.00	\$74,300.00	\$24,766.67	\$17,794.63	-\$6,972.04	-28.15%
66004	Admin/Comp Asst (Salary)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
66005	Benefits Specialist (Salary)	\$56,240.00	\$56,240.00	\$18,746.67	\$19,467.00	\$720.33	3.84%
66006	Finance Manager (Salary)	\$72,100.00	\$72,100.00	\$24,033.33	\$24,957.72	\$924.39	3.85%
8060	Insurances (D&O / Prof. Liability)	\$55,650.00	\$53,004.00	\$17,668.00	\$19,422.00	\$1,754.00	9.93%
8041	Internal Coordination (Finance)	\$20,000.00	\$20,000.00	\$6,666.67	\$6,666.67	\$0.00	0.00%
8042	Internal Coordination (Support)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
8040	Internal Coordination Fees (Other)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
8045	Internal Coordination (Town of Ithaca)	\$6,000.00	\$6,000.00	\$2,000.00	\$2,000.00	\$0.00	0.00%
8044	Internal Coordination (IT Support)	\$6,485.00	\$6,681.00	\$2,227.00	\$2,227.00	\$0.00	0.00%
9065	Marketing Expenses	\$2,575.00	\$8,000.00	\$2,666.67	\$702.60	-\$1,964.07	-73.65%
9055	Investment Management Services	\$12,360.00	\$12,360.00	\$4,120.00	\$3,006.80	-\$1,113.20	-27.02%
8150	Supplies Expense	\$4,080.00	\$4,080.00	\$1,360.00	\$1,094.36	-\$265.64	-19.53%
8151	Computer Equipment	\$11,545.00	\$11,545.00	\$3,848.33	\$5,455.81	\$1,607.48	41.77%
8152	Lease Expense / Parking Fees	\$13,370.00	\$13,370.00	\$4,456.67	\$3,200.00	-\$1,256.67	-28.20%
8153	Mileage- Travel Expenses	\$1,000.00	\$1,000.00	\$333.33	\$0.00	-\$333.33	-100.00%
8154	Software	\$0.00	\$0.00	\$0.00	\$537.08	\$537.08	0.00%
8155	Postage	\$0.00	\$0.00	\$0.00	\$526.31	\$526.31	0.00%
8156	Furniture and Fixtures	\$0.00	\$2,000.00	\$0.00	\$0.00	\$0.00	0.00%
8157	Training & Prof. Dev.	\$0.00	\$2,000.00	\$0.00	\$199.00	\$199.00	0.00%
8158	Subscriptions	\$0.00	\$1,000.00	\$0.00	\$19.97	\$19.97	0.00%
9005	Loss on Investments	\$0.00	\$0.00	\$0.00	\$450,175.89	\$450,175.89	0.00%
9060	Other Expenses / Supplies	\$12,595.00	\$7,595.00	\$2,531.67	\$359.51	-\$2,172.16	-85.80%
Total Expenses		\$60,792,011.28	\$61,143,723.29	\$20,011,556.96	\$19,452,392.52	-\$559,164.44	-2.79%
Net Income		\$6,092.82	-\$2,160,747.66	-\$600,565.09	-\$640,622.65	-\$40,057.56	

2022 Expense Budget vs Actual Results (04/30/2022)

	Budget	Revised Budget	Year-to-Date	Actual		
Paid Claims	\$57,505,859.98	\$57,537,419.99	\$18,789,948.26	\$17,922,627.90	-\$867,320.36	-4.62%
Claims Admin. Fees	\$1,728,582.03	\$1,729,249.74	\$576,416.58	\$613,432.25	\$37,015.67	6.42%
Stop-Loss	\$313,950.00	\$723,382.00	\$241,127.33	\$99,492.13	-\$141,635.20	-58.74%
Taxes and Fees	\$410,869.27	\$337,946.56	\$125,239.79	\$123,437.41	-\$1,802.38	-1.44%
Professional Services	\$268,365.00	\$248,365.00	\$91,371.67	\$77,615.00	-\$13,756.67	-15.06%
Insurance/Internal Fees/Investment Losses	\$564,385.00	\$567,360.00	\$187,453.33	\$615,787.83	\$428,334.50	228.50%
Total Expenses	\$60,792,011.28	\$61,143,723.29	\$20,011,556.96	\$19,452,392.52	-\$559,164.44	-2.79%
Net Income	\$6,092.82	-\$2,160,747.66	-\$600,565.09	-\$640,622.65	-\$40,057.56	

The above provides an “easier to read” summary version of the expense data for the Consortium through April 30, 2022. As you will note, the paid claims which collectively include medical, prescription drug, CanaRx, Flu Clinic and any pre-paid claims account for 92.14% of the total expenses of the Consortium through the first 4-months of 2022. We show the overall paid claims to be 4.62% (including the advanced deposit for prepayment of claims) below budget for the 2022 Fiscal Year to Date based on the amended budget as adjusted for the movement of contracts to other benefit plans and with the new municipal partners added to the program. Also, it should be noted that based on the recommendation of the Consortiums Auditor, investment losses are now recorded in account 9005 (Insurance and Internal Fees Above) and amounted to \$450,175.89 as of April 30, 2022.

2022 Expense Budget vs Actual Results (04/30/2022)

Key Facts:

1. We continue to work 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 a third of the way through fiscal year, many of the expense items are 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 do 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, 2021) are the responsibility of their prior insurance carrier.

2022 Expense Budget vs Actual Results (04/30/2022)

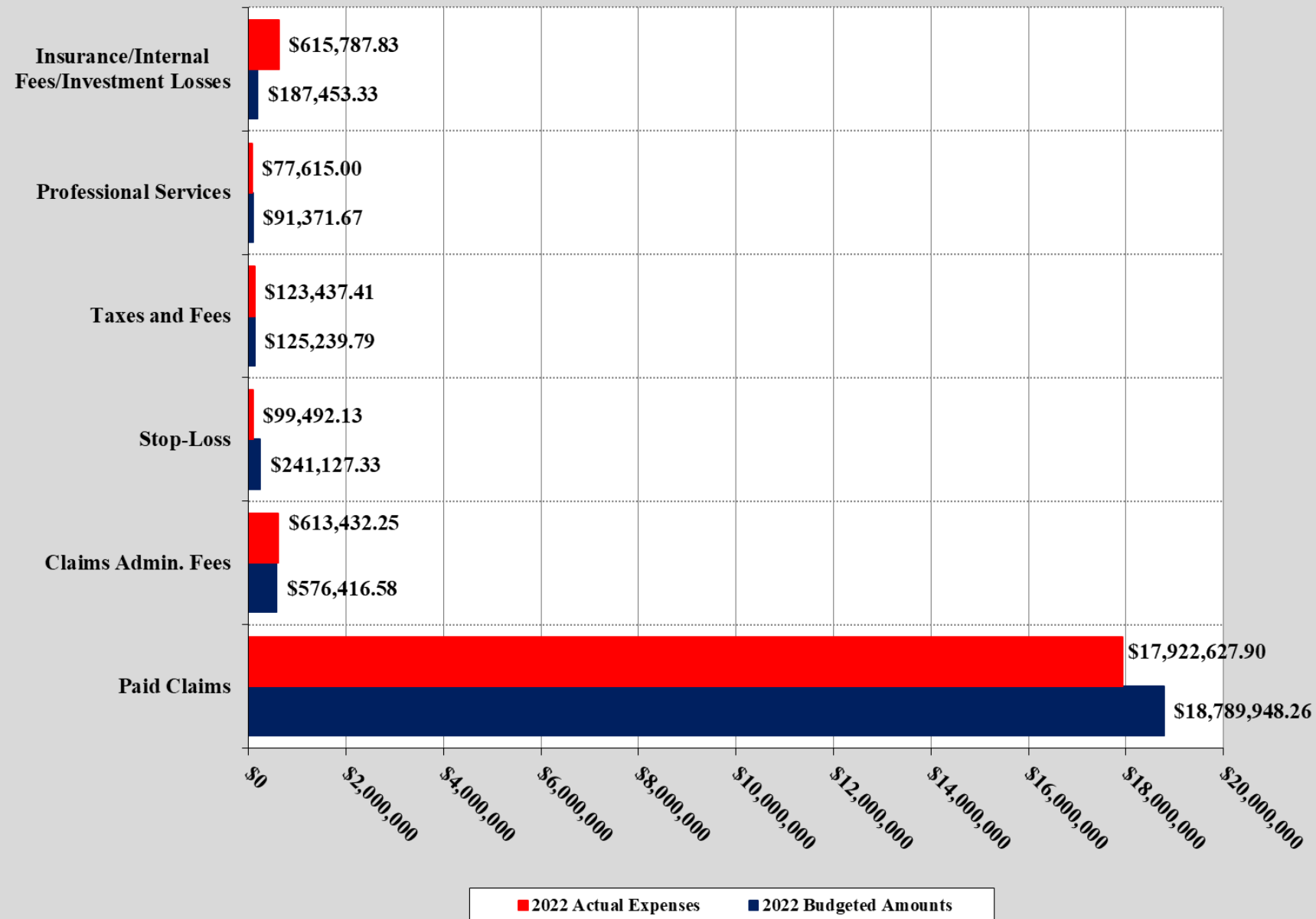
Key Facts:

4. Medical Paid Claims in the first 4-months were **5.57% below the amended budget** for the year and this is the result of:
 - a) An increase in the covered lives ($\uparrow 1.94\%$) and in the number of contracts ($\uparrow 2.81\%$) skews the early 2022 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.
5. Rx Paid Claims were **1.98% below budget** for the first 4-months of the 2022 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 2022 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

2022 Expense Distribution

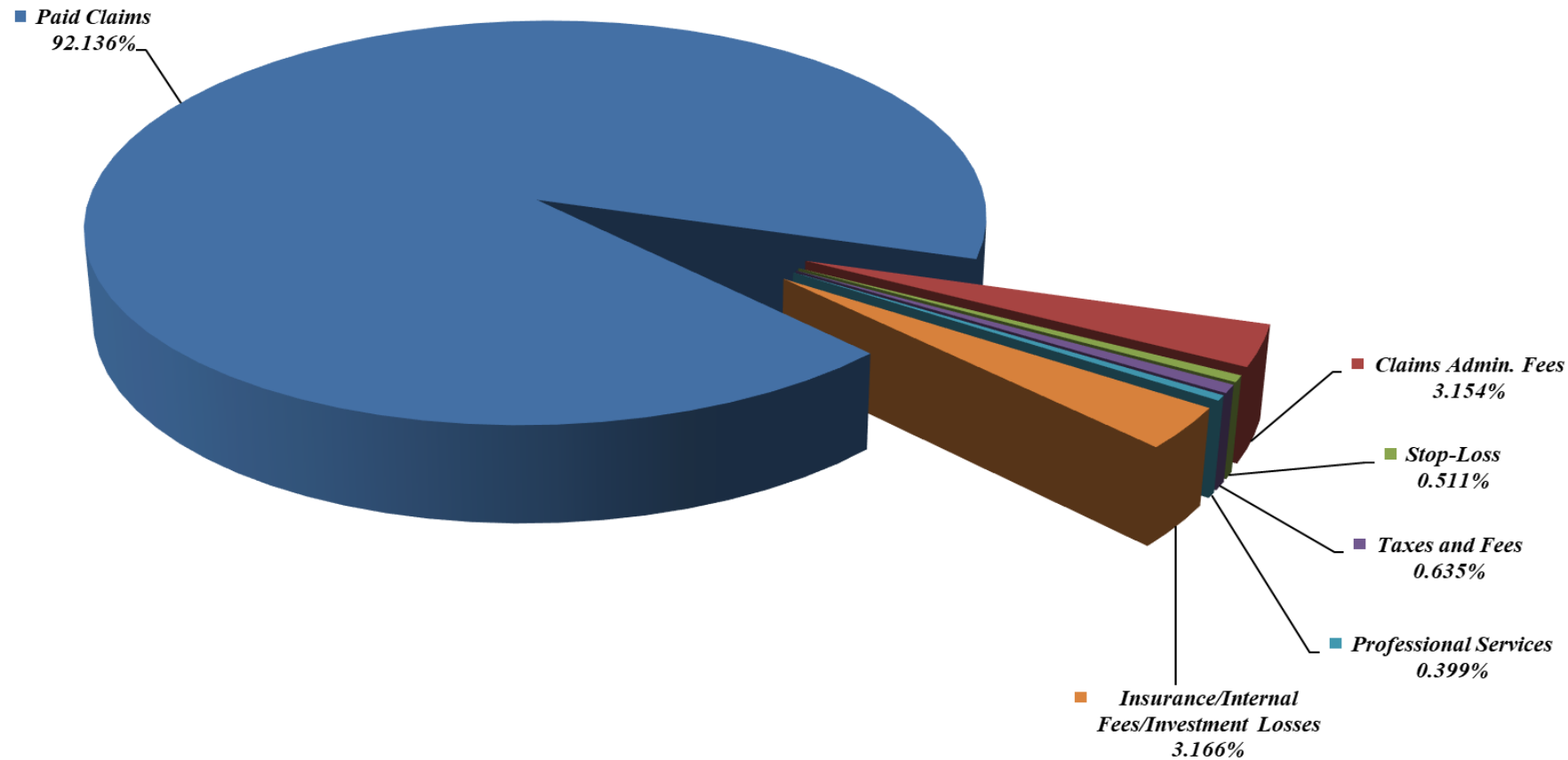
January 1, 2022 to April 30, 2022



Greater Tompkins County Municipal Health Ins. Consortium

2022 Expense Distribution

January 1, 2022 to April 30, 2022



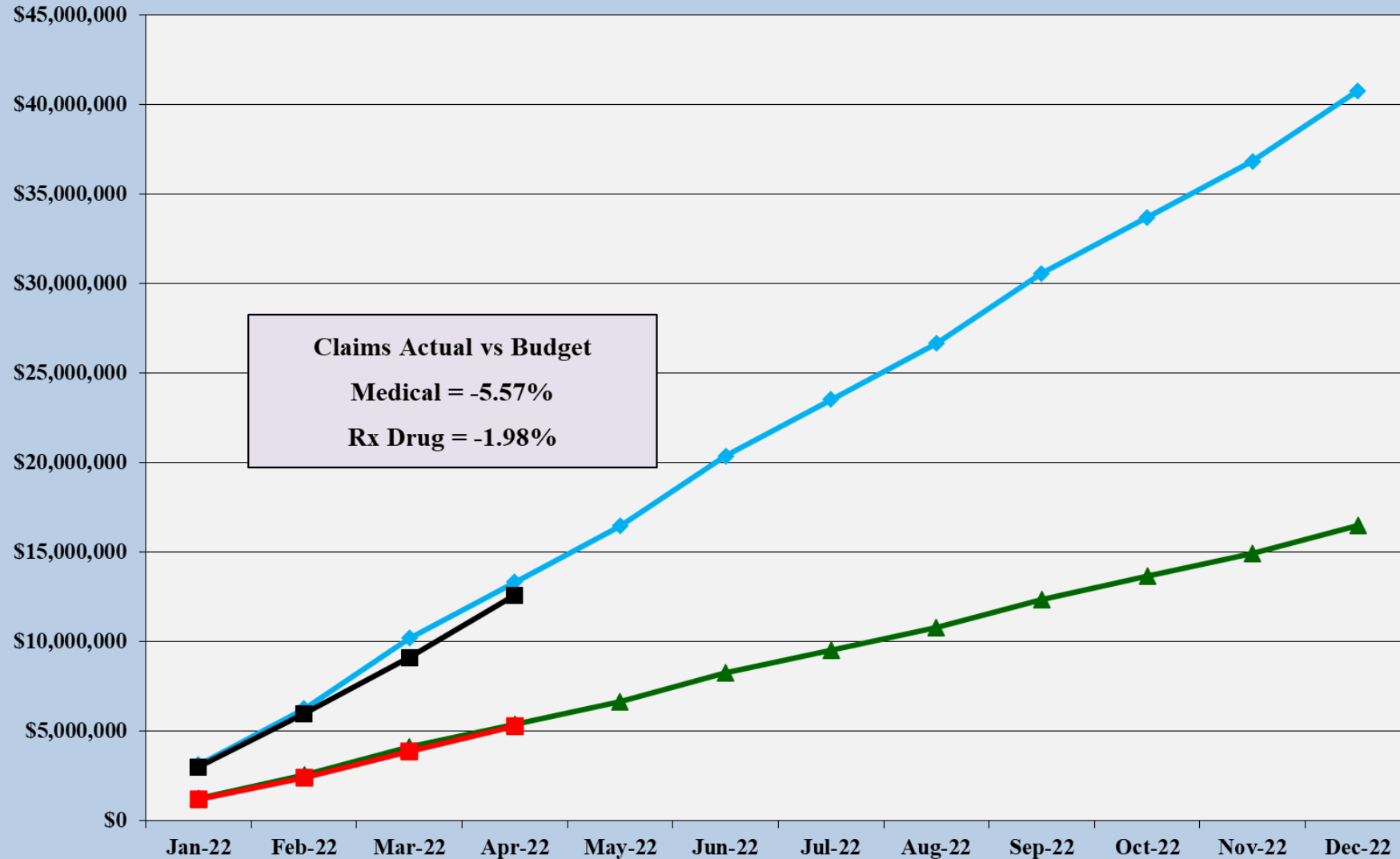


Section 3

2022 Fiscal Year-to-Date Paid Claims Budget vs Actual Results

Greater Tompkins County Municipal Health Insurance Consortium

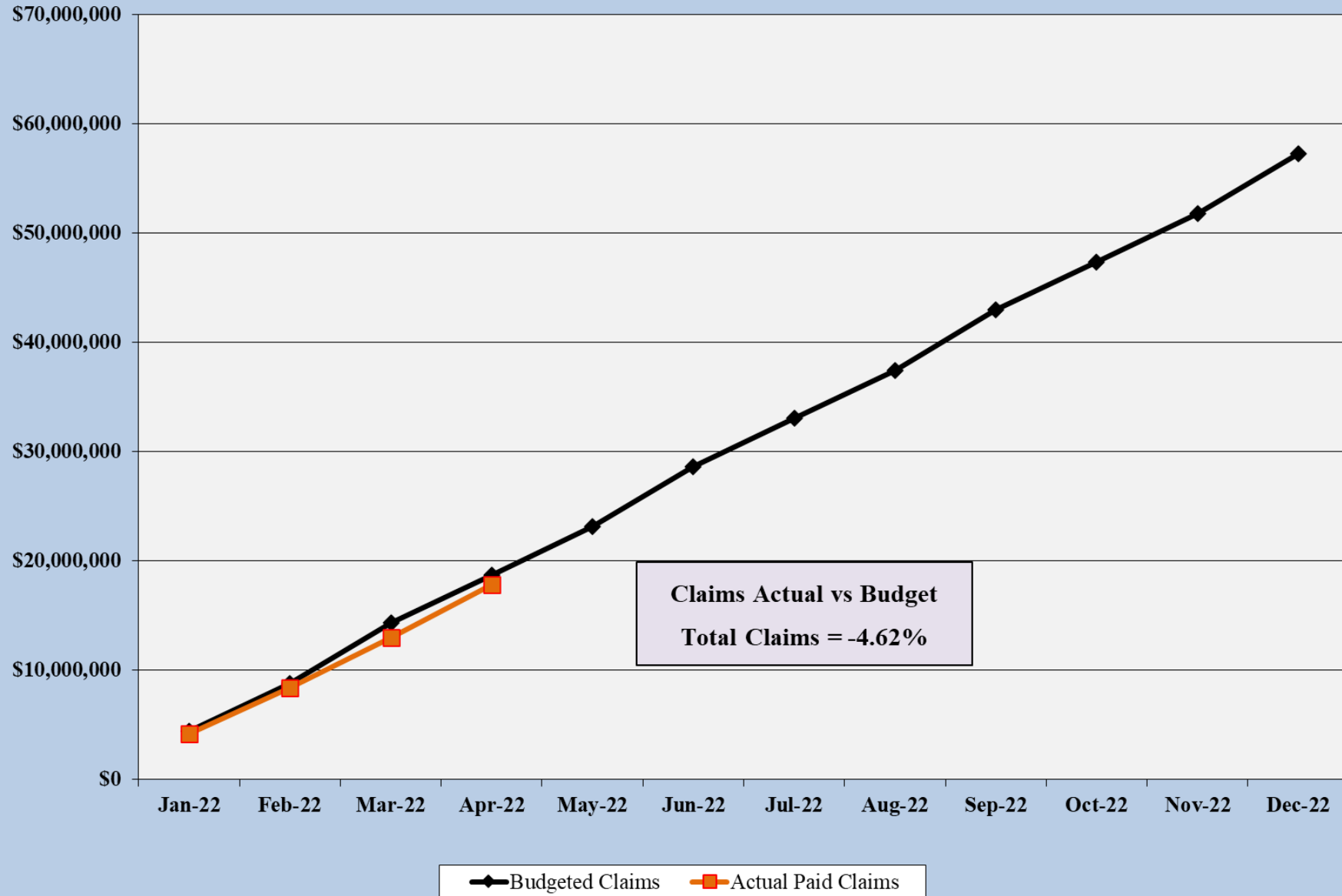
2022 Cumulative Paid Claims and Budgeted Claims by Month



Medical Plan Budgeted Claims Medical Plan Actual Paid Claims Rx Plan Budgeted Claims Rx Paid Claims

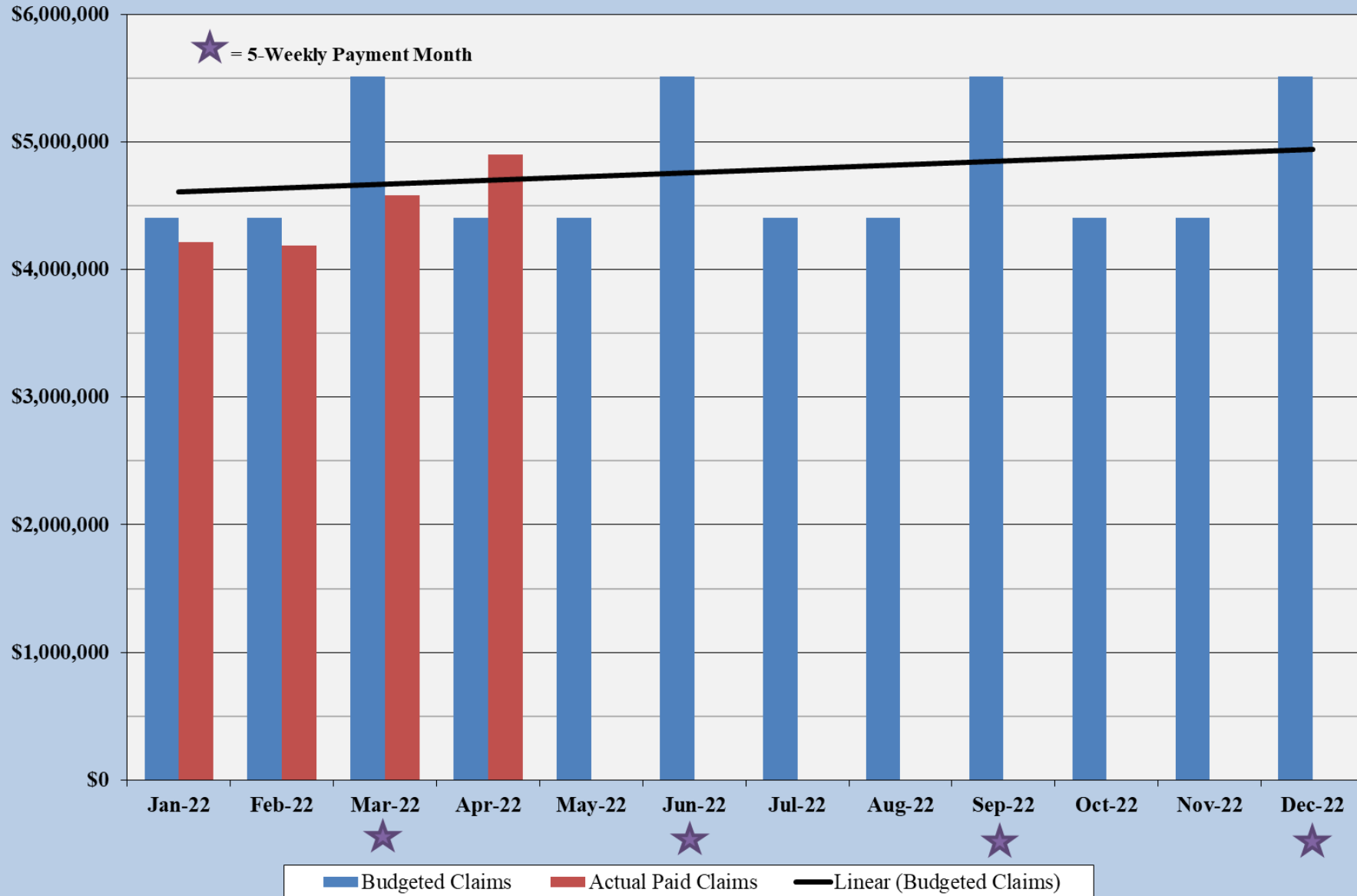
Greater Tompkins County Municipal Health Insurance Consortium

2022 Cumulative Paid Claims and Budgeted Claims by Month



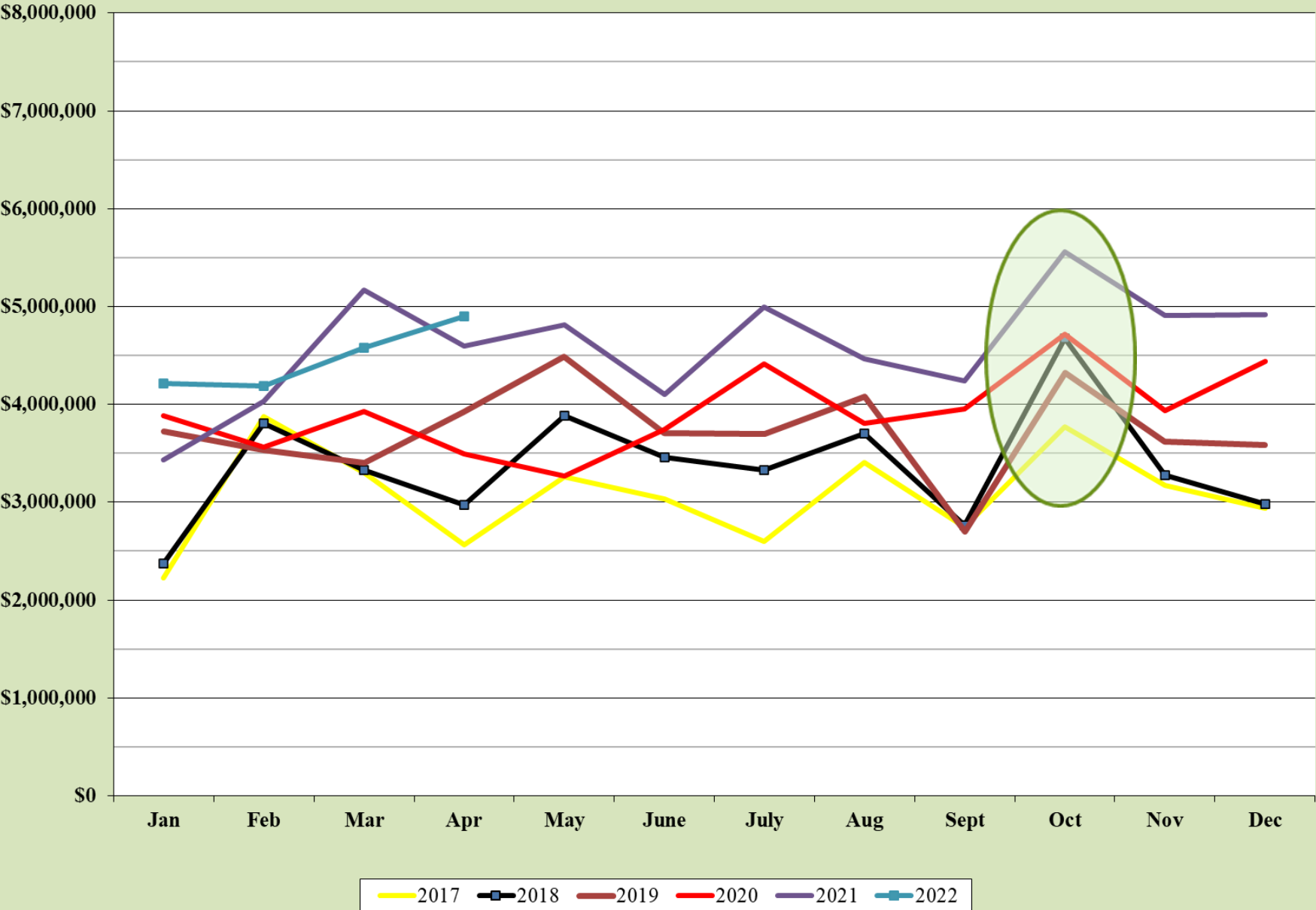
Greater Tompkins County Municipal Health Insurance Consortium

2022 Budgeted vs Actual Paid Claims by Month



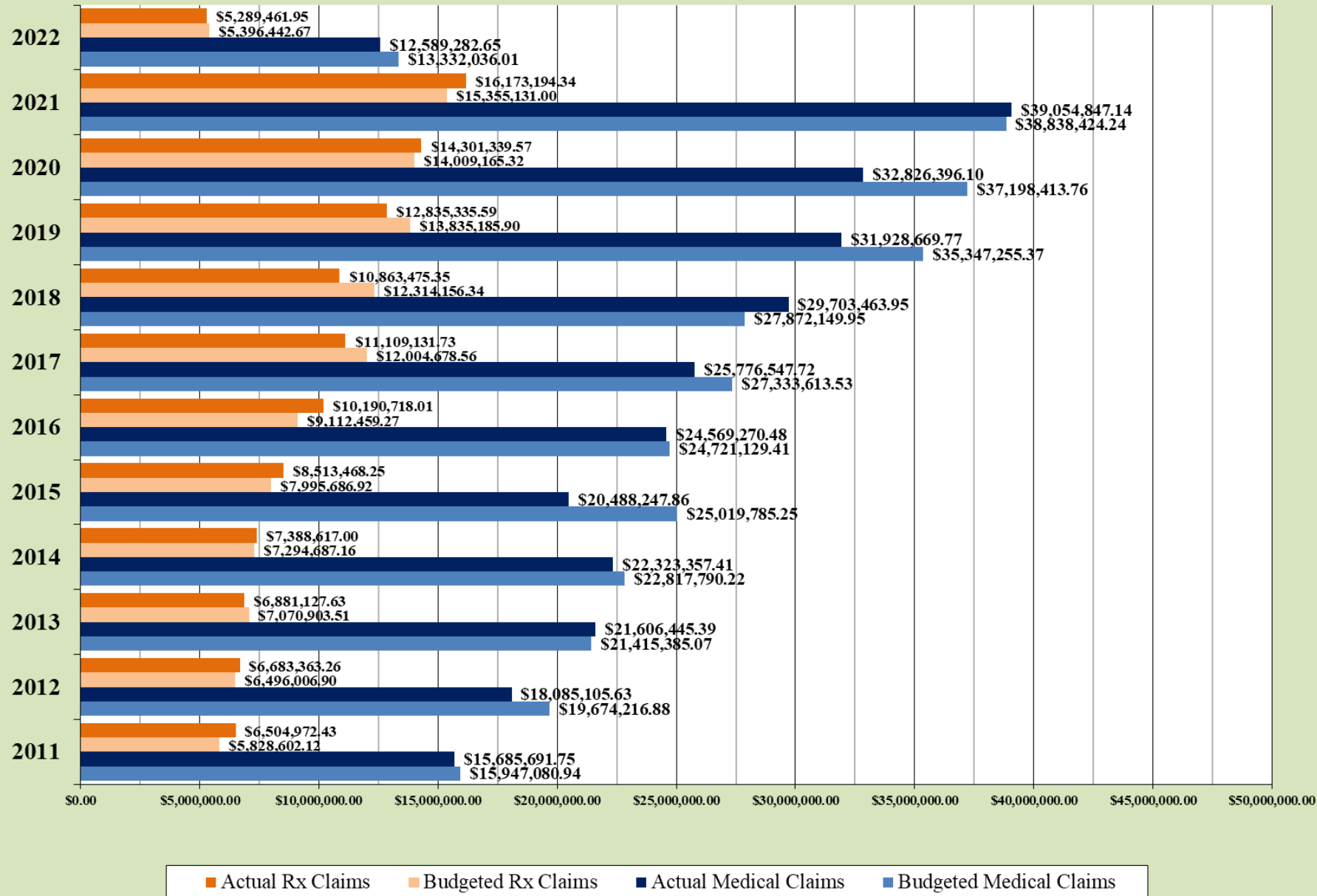
Greater Tompkins County Municipal Health Ins Consortium

2017-2022 Monthly Paid Claims by Fiscal Year



Greater Tompkins County Municipal Health Ins Consortium

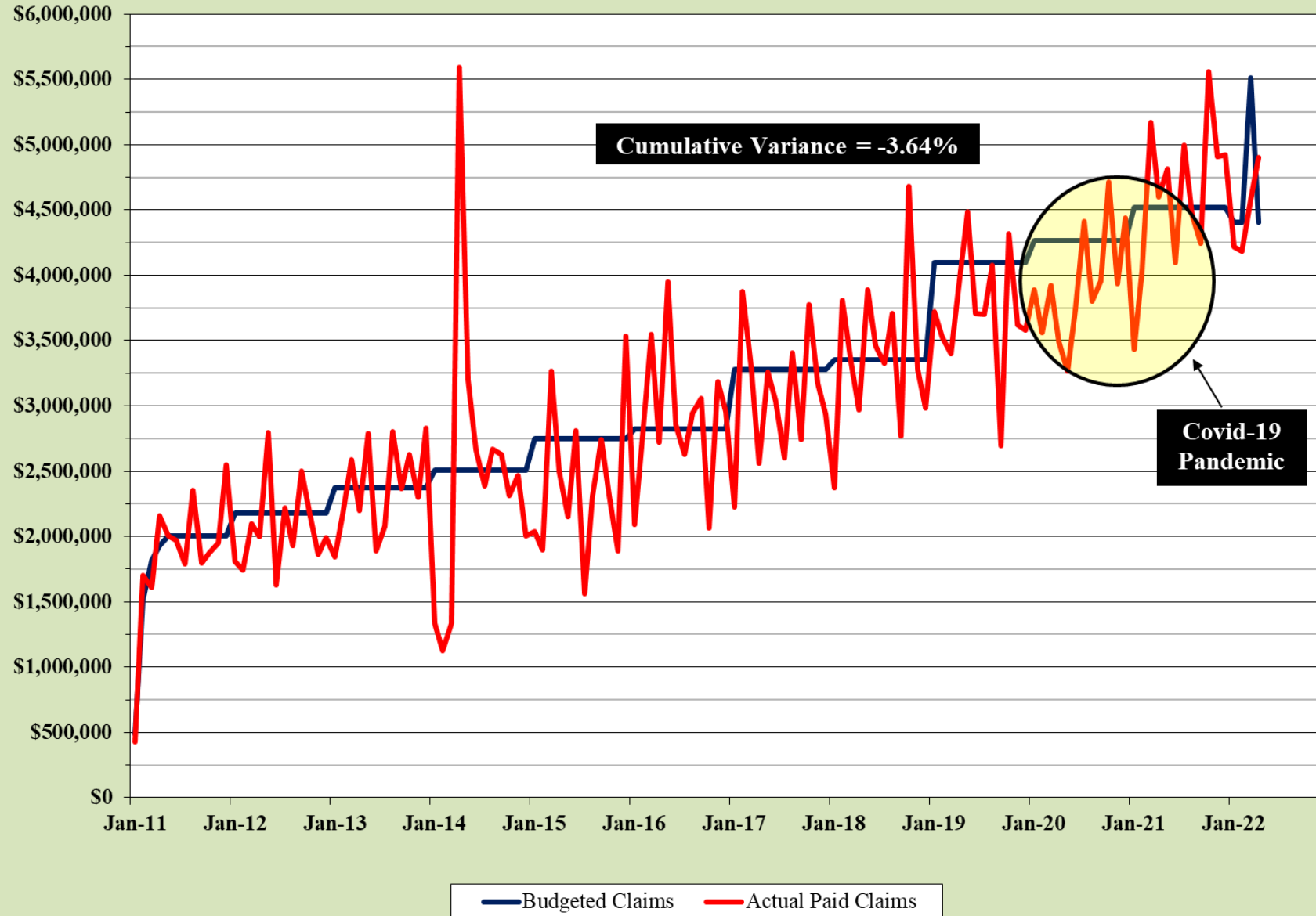
2011-2022 (as of 04/30/2022) Annual Paid Claims v Budgeted Claims



Greater Tompkins County Municipal Health Ins Consortium

2011-2022 Monthly Paid Claims v Budgeted Claims

January 1, 2011 to April 30, 2022





**MEDICAL
CLAIM**

APPROVED

Section 4

High-Cost Claimants Catastrophic Self-Insurance Pool

Large Loss and Catastrophic Claims History

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	6,303	66	23	8	6	5	\$14,096,053.18	\$0.00	\$270,471.20
2022	\$1,000,000.00	6,425	8	1	0	0	0	\$1,206,917.03	\$0.00	\$99,492.13
Totals		64,573	380	106	32	21	13	\$71,066,782.21	\$2,619,537.80	\$5,975,835.76
Averages	\$547,916.67	5,381	31.667	8.833	2.667	1.750	1.083	\$5,922,231.85	\$218,294.82	\$497,986.31

Overall Stop-Loss Insurance Loss Ratio (Paid Claims ÷ Premium) = 43.84%

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	Stop-Loss Insurance Premium PMPM	Total Large Loss Claims Paid	Annual Paid Claims Total	Large Loss Claims % of Total Claims	Catastrophic Claims Reserve
2011	\$250,000.00	4,400	13	0.30%	\$384,392.52	\$7.28	\$2,357,898.22	\$22,190,664.18	10.63%	n/a
2012	\$275,000.00	4,448	16	0.36%	\$361,366.41	\$6.77	\$3,904,221.28	\$24,768,468.89	15.76%	n/a
2013	\$300,000.00	5,077	22	0.43%	\$592,381.65	\$9.72	\$4,079,308.91	\$28,487,573.02	14.32%	n/a
2014	\$300,000.00	5,012	18	0.36%	\$720,784.39	\$11.98	\$3,494,872.81	\$29,711,974.41	11.76%	\$600,000.00
2015	\$400,000.00	5,021	23	0.46%	\$642,080.30	\$10.66	\$3,722,006.77	\$29,001,716.11	12.83%	\$1,050,000.00
2016	\$400,000.00	5,063	39	0.77%	\$766,281.18	\$12.61	\$6,070,055.86	\$34,338,926.47	17.68%	\$1,050,000.00
2017	\$450,000.00	5,172	24	0.46%	\$738,819.42	\$11.90	\$3,057,208.40	\$36,885,679.45	8.29%	\$1,350,000.00
2018	\$600,000.00	5,201	45	0.87%	\$442,185.54	\$7.08	\$8,913,105.20	\$40,566,939.30	21.97%	\$2,000,000.00
2019	\$600,000.00	6,174	46	0.75%	\$693,190.30	\$9.36	\$8,874,919.83	\$44,764,005.36	19.83%	\$2,800,000.00
2020	\$1,000,000.00	6,277	60	0.96%	\$264,390.72	\$3.51	\$11,290,214.72	\$47,284,890.14	23.88%	\$5,032,220.00
2021	\$1,000,000.00	6,303	66	1.05%	\$270,471.20	\$3.58	\$14,096,053.18	\$55,410,491.28	25.44%	\$4,986,101.85
2022	\$1,000,000.00	6,425	8	0.12%	\$99,492.13	\$5.16	\$1,206,917.03	\$17,878,744.60	6.75%	\$4,642,294.20
Totals		64,573	380	0.59%	\$5,975,835.76	\$7.71	\$71,066,782.21	\$411,290,073.21	17.28%	
Averages (2011-2022)		5,381	32	0.59%	\$497,986.31	\$8.30	\$5,922,231.85	\$34,274,172.77	17.28%	

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 0.59% of the Covered Lives Account for 17.28% of Paid Claims

Catastrophic Claims Self-Insurance Pool Activity

Greater Tompkins County Municipal Health Insurance Consortium Catastrophic Claims Self-Insurance Pool Activity Report

		Actual	Actual	4/30/2022
		2020 Fiscal Year	2021 Fiscal Year	2022 Fiscal Year
Budgeted Premium	\$600,000 Deductible	\$762,505.96	\$876,881.85	\$241,127.33
Actual Premium Paid	\$1,000,000 Deductible	\$264,390.72	\$270,471.20	\$99,492.13
Premium Savings		\$498,115.23	\$606,410.65	\$141,635.20
Member # 000001179452	Deductible (Laser Applied)	\$1,000,000.00	\$1,000,000.00	\$700,000.00
	Actual Claims Paid	\$798,499.59	\$712,297.59	\$0.00
	Catastrophic Claims Pool	\$0.00	\$0.00	\$0.00
Member # 000014335319	Deductible	\$500,000.00	\$500,000.00	\$500,000.00
	Actual Claims Paid		\$686,798.19	\$419.30
	Catastrophic Claims Pool	\$0.00	\$186,798.19	\$0.00
Member # 000014235037	Deductible	\$500,000.00	\$500,000.00	\$500,000.00
	Actual Claims Paid		\$633,727.34	\$208,870.80
	Catastrophic Claims Pool	\$0.00	\$133,727.34	\$0.00
Member # 000012168307	Deductible	\$500,000.00	\$500,000.00	\$500,000.00
	Actual Claims Paid		\$836,622.21	\$0.00
	Catastrophic Claims Pool	\$0.00	\$336,622.21	\$0.00
Member # 000001551134	Deductible	\$500,000.00	\$500,000.00	\$500,000.00
	Actual Claims Paid		\$648,218.91	\$0.00
	Catastrophic Claims Pool	\$0.00	\$148,218.91	\$0.00
Catastrophic Claims Self-Insurance Pool Claims		\$0.00	\$805,366.65	\$0.00
Net Impact on Fund Balance		\$498,115.23	-\$198,956.00	\$141,635.20

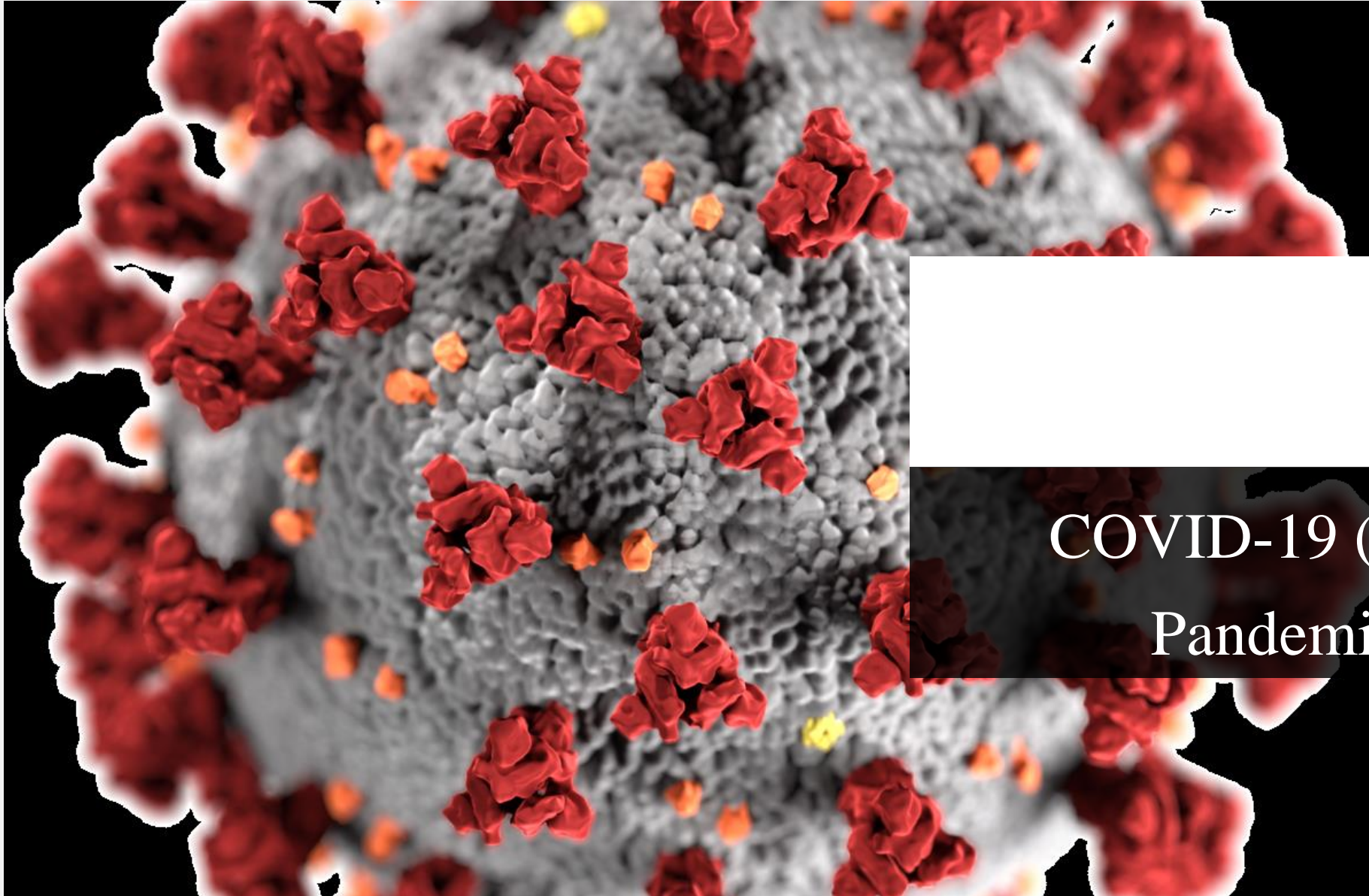
* Budgeted Premium is defined as the premium amount the Consortium would have paid if they continued with the previous stop-loss insurance policy of a \$600,000 Deductible
* Actual Premium Paid is defined as the actual premium amount paid by the Consortium for the current stop-loss insurance policy of a \$1,000,000 Deductible
* Laser Applied is defined as the laser deductible the stop-loss insurance company would have applied to the specific individual if a \$600,000 Deductible stop-loss insurance policy was selected

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 the “Pool”. 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”.

Catastrophic Claims Self-Insurance Pool Activity

Catastrophic Claims Self-Insurance Pool	2020 Fiscal Year	2021 Fiscal Year
Beginning Balance	\$4,500,000	\$5,032,220
Interest Income	\$34,105	(\$19,009)
Premium Savings	\$498,115	\$434,450
(Catastrophic Claims)	\$0	(\$805,367)
Ending Balance	\$5,032,220	\$4,642,294

As of April 30, 2022, the Consortium has lowered its specific stop-loss insurance premium by approximately \$1,246,162, and it has incurred large loss claims between \$500 thousand and \$1 million totaling \$805,366.65. This is a net gain for the Consortium of \$440,794.44. This figure does not take into consideration that the pool is also picking up an extra \$100,000 in risk per member annually.



Section 5

COVID-19 (coronavirus) Pandemic Impact

2020-2022 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 May 11th
 - a) There have been approximately 3,004,584 tests conducted of people in Tompkins County for the presence of COVID-19 (coronavirus).
 - b) There have been 21,144 Tompkins County residents who have tested positive for coronavirus which is 0.704% of the tested population and approximately 20.53% of the County's total population with no reported deaths amongst county residents.
3. The other Counties in the Consortium have the following results:

a) Cayuga	359,412 Tests Conducted	17,375 Positive Results (4.83%)
b) Cortland	283,304 Tests Conducted	11,365 Positive Results (4.01%)
c) Seneca	125,975 Tests Conducted	6,391 Positive Results (5.07%)
d) Tioga	210,509 Tests Conducted	11,719 Positive Results (5.57%)

2020-2022 COVID-19 Pandemic Impact

Impact on the Greater Tompkins County Municipal Health Insurance Consortium

1. Paid claims in the short-term have been below budget. If we look at the monthly paid claims for the past two months, we see typical results at the pre-covid level. We will continue to monitor this closely throughout the year and as we begin 2023 budget development.

Date	Per Excellus BCBS Reports		Per ProAct, Inc. Reports			
	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
Jan-21	\$2,839,595.60	\$98,932.82	\$1,248,569.04	\$83,001.85	\$4,088,164.64	\$181,934.67
Feb-21	\$2,289,069.96	\$110,494.29	\$1,174,685.51	\$75,743.36	\$3,463,755.47	\$186,237.65
Mar-21	\$2,675,627.93	\$107,491.17	\$1,369,738.41	\$89,412.10	\$4,045,366.34	\$196,903.27
Apr-21	\$2,810,948.88	\$129,816.25	\$1,315,680.71	\$76,476.00	\$4,126,629.59	\$206,292.25
May-21	\$2,919,393.05	\$98,910.49	\$1,350,738.38	\$71,267.17	\$4,270,131.43	\$170,177.66
Jun-21	\$2,225,447.79	\$90,369.48	\$1,368,008.21	\$76,190.10	\$3,593,456.00	\$166,559.58
Jul-21	\$2,939,073.55	\$104,367.51	\$1,391,231.89	\$70,344.97	\$4,330,305.44	\$174,712.48
Aug-21	\$2,445,790.17	\$84,249.79	\$1,413,203.61	\$71,440.93	\$3,858,993.78	\$155,690.72
Sep-21	\$2,165,302.31	\$74,853.70	\$1,326,045.62	\$66,343.27	\$3,491,347.93	\$141,196.97
Oct-21	\$3,318,384.27	\$84,534.66	\$1,438,407.36	\$68,773.90	\$4,756,791.63	\$153,308.56
Nov-21	\$2,485,674.77	\$72,775.62	\$1,352,074.71	\$70,272.02	\$3,837,749.48	\$143,047.64
Dec-21	\$2,900,092.94	\$75,817.13	\$1,424,414.79	\$66,626.52	\$4,324,507.73	\$142,443.65
Totals	\$32,014,401.22	\$1,132,612.91	\$16,172,798.24	\$885,892.19	\$48,187,199.46	\$2,018,505.10
	96.58%	3.42%	94.81%	5.19%	95.98%	4.02%

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 (4/20-12/20) Medical Claims
\$2,187,388.11

2021 Average Monthly Medical Claims = **\$2,667,866.77**

2022 1st 4-months of Medical Claims = **\$2,480,632.35**

Date	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
Jan-22	\$2,426,933.11	\$134,155.07	\$1,203,450.31	\$98,207.62	\$3,630,383.42	\$232,362.69
Feb-22	\$2,309,898.10	\$129,751.42	\$1,205,280.98	\$84,099.74	\$3,515,179.08	\$213,851.16
Mar-22	\$2,449,232.07	\$139,029.83	\$1,464,645.06	\$97,869.59	\$3,913,877.13	\$236,899.42
Apr-22	\$2,736,466.11	\$150,673.36	\$1,470,594.04	\$83,843.78	\$4,207,060.15	\$234,517.14

2020-2022 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 2020-2022 Fiscal Years as of April 30, 2022 were collectively more than \$5.1 million below the budgeted amount for the time period.
3. In 2021, October was a relatively high claims month, consistent with the prior four years.
4. As COVID evolves, we continue to monitor the impact to the Consortium from a paid claim's perspective as:
 - a) The 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 they 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.

2020-2022 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 & 2021 Fiscal Years, the Consortium paid for 11,867 & 13,636 telehealth visits; for 6,282 & 6,814 covered members; at a total cost of \$1,185,518.42 & \$1,374,179.10 respectively. (YTD 4/2022 = 4,181 visits; 2,134 members; \$380,916.39)
 - b) 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 entire year.
 - c) According to Excellus’ reports, the Consortium had a total of 90 covered members registered for telemedicine services as of January 2020.
 - d) Per Excellus as of April 2022, the number of covered members registered for the telemedicine program modestly increased to 175.



Section 6

2021 Fiscal Year-End
Net Income, Liabilities, and Reserves

2022 Net Income, Liabilities & Reserves

	2022 Adopted Budget	2022 Amended Budget	2022 Year-to-Date	2022 Actual Results	Variance	% Difference
Income						
Total Income	\$60,798,104.10	\$58,982,975.63	\$19,410,991.88	\$18,811,769.87	-\$599,222.01	-3.09%
Expenses						
Total Expenses	\$60,792,011.28	\$61,143,723.29	\$20,011,556.96	\$19,452,392.52	-\$559,164.44	-2.79%
Net Income	\$6,092.82	-\$2,160,747.66	-\$600,565.09	-\$640,622.65	-\$40,057.56	
Ending Balance						
	\$29,123,540.98	\$27,745,000.50	\$28,516,883.07	\$29,265,125.51	\$748,242.44	2.62%
Liabilities and Reserves						
4010	IBNR Claims Liability Per §4706(a)(1)	\$6,144,909.49	\$6,144,909.49	\$6,866,608.00	\$6,866,608.00	12.0% of Incurred Claims
5010	Surplus Account Per §4706(a)(5)	\$2,637,289.44	\$2,637,289.44	\$2,669,495.09	\$2,669,495.09	5.0% of Premium Income
5014	Rate Stabilization Reserve	\$3,840,568.43	\$3,840,568.43	\$4,004,100.63	\$4,004,100.63	7.5% of Paid Claims
5012	Catastrophic Claims Reserve	\$4,500,000.00	\$4,986,101.85	\$4,642,294.20	\$4,642,294.20	Calculation Per Resolution
3500	Excellus BCBS Advance Deposit	\$761,400.00	\$788,300.00	\$788,300.00	\$788,300.00	Increased by \$65,900 2/17/22
Total Liabilities and Reserves		\$17,884,167.36	\$18,397,169.21	\$18,970,797.92	\$18,970,797.92	
Unencumbered Fund Balance		\$11,239,373.62	\$9,347,831.29	\$9,546,085.15	\$10,294,327.59	

The net cash assets (unencumbered fund balance) is currently at 18.40% of budgeted premium revenues. This result was achieved while still funding the Rate Stabilization Reserve at 7.5% of Expected Paid Claims and adjusting the Catastrophic Claims Reserve to \$4.64 million. Also, fund balance was reduced in 2020 by the “premium holiday” that was authorized for all municipalities.

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 2022 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 2022 Fiscal Year budget forecasted this reserve to equal \$6,874,453.35 (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 2022 Fiscal Year, Excellus' estimate of this liability was \$4,713,900 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 2022 Fiscal Year budget forecasts this reserve to equal \$2,796,865.76 (5.0% of projected premium income of \$55,937,315.28). In years where the Consortium approves premium holidays, the Consortium would calculate the Surplus Account reserve requirement based on the full expected premium, versus the artificially reduced premium collected.

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. 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 approved a resolution to document the funding method of this reserve fund. Based on that resolution, the Catastrophic Claims Reserve Fund was funded at \$4,642,294.20 as of December 31, 2021.

Liabilities and Reserves - Defined

RATE STABILIZATION RESERVE

- When the Consortium's cash assets were at a sufficient 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

2022 Fiscal Year-to-Date Summary & Observations

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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

2022 Fiscal Year-to-Date Summary & Observations

1. The overall revenue of the Consortium is a slightly below budget as of April 30, 2022. We believe that as the Consortium moves through the year, this result will gradually change as enhanced pharmaceutical manufacturer rebates received from ProAct, Inc. increase in the second half of the year. Unfortunately, even with the increased management of the cash assets by the Consortium's Financial Team, in collaboration with Wilmington Trust, interest income continues to struggle.
2. The combined **Medical and Rx Paid Claims were 4.62% below budget** through the first 4-months of the 2022 Fiscal Year. We are keeping a close eye on the paid claims and how they evolve with the changes in the COVID pandemic. 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 the early months.

2022 Fiscal Year-to-Date Summary & Observations

3. Overall, the Greater Tompkins County Municipal Health Insurance Consortium is performing on par with the amended budget through the first 4-months of the 2022 Fiscal Year. We will need to continue to monitor the “post-COVID” claims trends, especially as we head into the 2023 budget cycle. We are hopeful that the early positive claims trends will continue and allow the Consortium to maintain modest premium increases for 2023 and in the future, providing stability to municipalities budgets.
4. The results experienced by the Consortium as of April 30, 2022 support the Board of Director’s decision to increase premium rates, by a modest 5%, for the 2022 Fiscal Year. With careful planning and monitoring, it may allow for some additional premium relief to assist the Participating Municipalities during potential difficult financial times as COVID relief monies dry up.

Greater Tompkins County Municipal Health Insurance Consortium

Medical Loss Ratio (Paid Claims ÷ Premium)

