



AGENDA & REPORTS

OCTOBER 28, 2024

12:30 PM

LOCATION:

THE GREENVIEW INN AT EASTLYN GOLF COURSE

4049 ITALIA AVE

VINELAND, NJ 08361

STATEMENT OF COMPLIANCE WITH OPEN PUBLIC MEETINGS ACT

NOTICE OF THIS MEETING WAS GIVEN BY (1) SENDING SUFFICIENT NOTICE HEREWITH TO THE ATLANTIC CITY PRESS.

(2) FILING ADVANCE WRITTEN NOTICE OF THIS MEETING WITH THE CLERK/ADMINISTRATOR OF EACH MEMBER AND (3) POSTING A COPY OF THE MEETING NOTICE ON THE PUBLIC BULLETIN BOARD OF ALL MEMBER MUNICIPALITIES AND SCHOOL BOARDS

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND AGENDA
MEETING: OCTOBER 28, 2024
THE GREENVIEW INN AT EASTLYN GOLF COURSE, VINELAND NJ
12:30 PM

MEETING CALLED TO ORDER - OPEN PUBLIC MEETING NOTICE READ

FLAG SALUTE

ROLL CALL OF THE 2024 EXECUTIVE COMMITTEE

Richard Davidson, Chair

Nicole Albanese, Secretary

Jerry Velazquez, Executive Committee

Megan Duffield, Executive Committee

Laurie Ryan, Executive Committee

Scott Musterel, Executive Committee

Mark Mallet, Executive Committee

Frank Badessa, Executive Committee Alternate

Donna Phillips, Executive Committee Alternate

Chris DeStratis, Executive Committee Alternate

APPROVAL OF MINUTES: September 23, 2024..... Appendix I

CORRESPONDENCE: *Executive Director Letter to Department of Banking and Insurance*

MOTION TO ENTER PUBLIC COMMENT - Agenda Items Only

REPORTS:

EXECUTIVE DIRECTOR (PERMA)

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PROGRAM MANAGER- (Shared Health Alliance)

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TREASURER - (Laracy Associates LLC / Verrill & Verrill)

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Confirmation of Claims Paid/Certification of Transfers

Ratification of Treasurers Report

ATTORNEY - (Marmero Law, LLC)

Monthly Report

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OLD BUSINESS	
NEW BUSINESS	
PUBLIC COMMENT	
RESOLUTION - EXECUTIVE SESSION FOR CERTAIN SPECIFIED PURPOSES	
PERSONNEL - CLAIMS - LITIGATION	
MEETING ADJOURNED	
NEXT MEETING: November 25, 2024	



Date: October 18, 2024

To: Mr. Reichert

Re: Inquiry of October 7, 2024, on Fund Financial Position at 12/31/2023 – Southern Coastal Regional Employee Benefits Fund

Thank you for reviewing the audited financial statements and for your inquiry on the causes of the surplus reduction.

Surplus was reduced in 2023 by higher-than-expected payments for both medical and prescription.

For the 2023 fund year, medical claims exceeded the actuarially certified budget by \$5,062,766 or 4.1%. As a group, medical utilization trends between July 1, 2021-June 30, 2022, vs. July 1, 2022-June 30, 2023, the following unexpected utilization increases occurred. The 2023 budget is derived with claims data through June 30, 2022:

- Emergency Room cost per member per month increased by 12%
- Mental Health cost per member per month increased by 43%
- Medical pharmacy cost increased by 75%
- Number of high-cost claimants above \$50,000 increased by 24%

Prescription claims for the 2023 fund year were also higher than budgeted and this contributed the operating deficit by \$853,927. The overage was dramatically felt in the later part of 2023 with the rising availability and popularity of GLP-1 medications, which was not considered in budget development.

In addition, as a group, prescription utilization trends between July 1, 2021 – June 30, 2022 vs. July 1, 2022-June 30, 2023, the following unexpected utilization increases occurred. The 2023 budget is derived with claims data through June 30, 2022:

- Prescription net paid cost increased by 19.6%
- Prescription fill count increased by 9%
- Average prescription cost increased by 9.1%
- GLP 1 Medication fills increased by 640% and total paid by 500%

The 2023 combined operating deficit was also influenced by higher than anticipated claims run out for fund year 2022. Claims for fund year 2022 paid in calendar year 2023 exceeded the IBNR reserve by \$3,561,297, some of which was later returned in stop loss reimbursements.

Fortunately, adverse claims experience was recognized by the Fund during the preparation of the 2024 budget. As a result, an additional \$1,000,000 was budgeted, in addition to actuarially determined amounts for claims, under the Rate Stabilization line item. This action has assisted in improving financial position for the Fund by roughly \$2.1 million through the 7/31/2024 reporting period (unaudited).

The Finance Committee of the Southern Coastal has authorized an appropriation of \$1,500,000 for Rate Stabilization for the 2025 budget to be adopted.

We do not currently plan on implementing supplemental assessments due to existence of \$9 million in the closed year account as of July 31, 2024 (unaudited). The surplus in the closed year account exceeds the deficits in open years by \$5.4 million in the most recent reporting period.

It is also important to note that the utilization increases are not unique to the Fund. In fact, public and private group benefit plans are experiencing similar issues, including the NJ State Health Benefits Plan and the NJ State Educators Health Plan. Increases in utilization, provider reimbursement increases, pure trend, the impact of weight loss medications (GLP1s) and increases in chronic care are impacting group plans across the region and nationally. These national and regional cost and utilization issues have contributed to the present situation for which the Fund is not immune.

We are closely monitoring fund position and results on a monthly and even weekly basis and will escalate efforts if the necessary to assure the continued strength and liquidity of this HIF.

Please let us know if you have any questions on the above response.

Respectfully submitted,

Brandon Lodics

Brandon Lodics
Executive Director, Southern Coastal Regional Employee Benefits Fund

Cc: Aileen Egan, Manager
William Leach, Supervising Insurance Examiner
Carolina Chong, Insurance Examiner
Nick Bennett, Regulatory Office
John Carleton, SCREBF Attorney
Richard Davidson, SCREBF Executive Committee Chair
Matthew Laracy, SCREBF Treasurer

**Southern Coastal Regional Employee Benefits Fund
Executive Director's Report
October 28, 2024**

FINANCES & CONTRACTS

PRO FORMA REPORTS

- **Fast Track Financial Reports** – as of August 30, 2024 (page 4)
 - **Historical Income Statement**
 - **Consolidated Balance Sheet**
 - **Indices and Ratios Report**
 - **Budget Status Report**

2025 SOUTHERN COASTAL BUDGET - ADOPTION

The 2025 Southern Coastal Regional Employee Benefits Fund budget is included in the agenda with some minor adjustments from introduction that are being recommended by the Financial Committee.

Budget:

- The MRHIF renewal came in lower than expected.
- An additional \$500,000 was added to the Rate Stabilization for a total \$1.5M

Assessments:

The additional loss contingency is funded by MRHIF reallocation of funds and reduction of margin resulting in no increase for the initial introduction. The Finance Committee also reviewed the below and recommend the following, which were included in the rate sheets distributed

- *Loss Ratio Adjustments*- For groups with Loss Ratios over 110% or below 75% would receive an +/- 2.5%
- *Educators/Garden State Plan Adjustments (Boards of Education)* - Rate application by medical plan design EHP/GSP vs. legacy plans based on performance.
- *Self-Injectables Medications* – Upon entering the Fund, some groups have self-injectable medications covered through a special Express Scripts plan. Recently, self-injectables have become more commonly prescribed and often expensive. It is recommended that those particular groups cover their share of that prescription cost through their medical rate.

The Committee may hold a public hearing to adopt.

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

Discussion of Budget and Assessments

Motion: *Motion to close the Public Hearing*

Motion: *Motion to approve Resolution 28-24 approving the 2025 Southern Coastal Regional Employee Benefits Fund Budget in the amount of \$166,242,303.*

QPA APPROVAL

At the last meeting, the Executive Committee authorized the Fund to receive quotes for QPA services for contract procurement work through the end of 2024. The Fund released the request to 5 QPAs around the State and received one response from The Canning Group. The cost proposal is \$2,000 for facilitating the professional RFPs scheduled to be released.

The Contracts Committee is reviewing and if approval is recommended, Resolution 29-24 is included for action.

MRHIF REPORT

The MRHIF met on October 2, 2024. Commissioner Ryan was in attendance on behalf of the Coastal HIF.

The primary action items taken at the meeting were the introduction of the 2025 Budget and the approval of the reinsurance contract through Starline.

The following assessments by Fund were approved:

Specific Rates By Member				
MEMBER	FUND YEAR		Change \$	Change %
	2024	2025		
BMED	\$ 71.60	\$ 80.07	\$ 8.47	11.83%
METRO	\$ 71.99	\$ 87.69	\$ 15.70	21.81%
SNJ_HIF	\$ 36.70	\$ 43.50	\$ 6.80	18.53%
SHIF	\$ 45.20	\$ 50.46	\$ 5.26	11.64%
COASTAL HIF	\$ 64.47	\$ 75.77	\$ 11.30	17.53%
NOJ_HIF	\$ 211.79	\$ 218.96	\$ 7.17	3.39%
CJ_HIF	\$ 56.29	\$ 67.55	\$ 11.26	20.00%

DIRECT BILL ENROLLEES (Dependent to 31, COBRA and Retirees) AND DECEMBER BILLS

For the upcoming 2025 renewal updates, we request that each entity with retirees contributing a percentage provide any changes to the contribution rate by November 1, 2024 to the enrollment team ensuring accurate coupons are issued.

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

Due to the timeline of the 2025 budget, should there be a delay in the January 2025 bills, we are asking members to pay the December bill amount twice, with the February 2025 bill being updated with the new rates and any adjustments for the January bill.

NEW MEMBER - Borough of Longport

The Borough of Longport has expressed interest in becoming a new member of the Coastal Fund on December 1, 2024. The Fund Underwriter and Actuary have reviewed that data from the State Health Benefits Plan and were able to provide a competitive assessment quote.

The details of the Borough are below. A signed Indemnity and Trust agreement has been received.

New Member Overview	
Fund	Coastal HIF
Entity	Borough of Longport
County	Atlantic
Effective Date	12/1/2024-12/31/2025
Lines of Coverage	Medical
Eligible Employees	24
Retiree Coverage	Yes: Retirees pay full premium
Current Arrangement	State Health Benefits
Actuary Certification	Yes: Standard Underwriting Methodology
Broker	Professional Benefits Consultants
Run Out Claims	State Health Benefits
Member approval?	Indemnity and Trust Agreement received
Special Requests	None

INDEMNITY AND TRUST AGREEMENTS

PERMA sent Indemnity and Trust Agreements and Resolutions to be adopted by the governing bodies to renew membership with the Fund for an additional 3 years. Below is a list of members who have renewing agreements have expired. Please reach out to hifadmin@permainc.com for a blank form to be executed. The list was last updated on September 13, 2024.

MEMBER	I & T end date
DENNIS TOWNSHIP BOE	6/30/2024
Upper Township BOE	6/30/2024
Woodbine BOE	7/31/2024
Cumberland County	12/31/2024
Cumberland County	12/31/2024
Pennsgrove Carneys Point	12/31/2024

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND

FINANCIAL FAST TRACK REPORT

		AS OF	August 31, 2024		
		THIS	YTD	PRIOR	FUND
		MONTH	CHANGE	YEAR END	BALANCE
1.	UNDERWRITING INCOME	12,950,256	99,615,305	774,827,419	874,442,724
2.	CLAIM EXPENSES				
	Paid Claims	13,565,490	90,478,473	668,782,207	759,260,679
	IBNR	51,820	1,353,885	13,756,308	15,110,193
	Less Specific Excess	(527,829)	(3,729,156)	(19,293,980)	(23,023,136)
	Less Aggregate Excess	-	-	-	-
	TOTAL CLAIMS	13,089,480	88,103,202	663,244,534	751,347,736
3.	EXPENSES				
	MA & HMO Premiums	49,567	327,101	2,556,306	2,883,407
	Excess Premiums	413,059	3,240,907	23,722,683	26,963,590
	Administrative	1,060,345	8,132,479	69,800,924	77,933,403
	TOTAL EXPENSES	1,522,971	11,700,486	96,079,913	107,780,400
4.	UNDERWRITING PROFIT/(LOSS) (1-2-3)	(1,662,196)	(188,384)	15,502,971	15,314,588
5.	INVESTMENT INCOME	77,279	710,109	3,078,379	3,788,489
6.	DIVIDEND INCOME	-	-	3,105,977	3,105,977
7.	STATUTORY PROFIT/(LOSS) (4+5+6)	(1,584,917)	521,726	21,687,328	22,209,054
8.	DIVIDEND	-	-	28,208,936	28,208,936
9.	Transferred Surplus IN	-	-		-
10.	Transferred Surplus OUT	-	-	9,855,397	9,855,397
	STATUTORY SURPLUS (7-8+9)	(1,584,917)	521,726	3,333,789	3,855,515

SURPLUS (DEFICITS) BY FUND YEAR

Closed	Surplus	6,293	571,875	8,525,369	9,097,244
	Cash	46,415	(176,023)	20,956,108	20,780,085
2023	Surplus	(770,251)	3,345,364	(5,191,580)	(1,846,217)
	Cash	(988,677)	(4,126,978)	1,069,438	(3,057,541)
2024	Surplus	(820,960)	(3,395,513)		(3,395,513)
	Cash	(1,947,677)	9,382,350		9,382,350
	TOTAL SURPLUS (DEFICITS)	(1,584,917)	521,726	3,333,789	3,855,515
	TOTAL CASH	(2,889,939)	5,079,349	22,025,546	27,104,894

CLAIM ANALYSIS BY FUND YEAR

	TOTAL CLOSED YEAR CLAIMS	23,877	(183,983)	534,204,407	534,020,424
	FUND YEAR 2023				
	Paid Claims	926,310	12,860,645	119,862,827	132,723,473
	IBNR	(151,319)	(13,384,887)	13,756,308	371,421
	Less Specific Excess	-	(2,624,100)	(4,579,009)	(7,203,108)
	Less Aggregate Excess	-	-	-	-
	TOTAL FY 2023 CLAIMS	774,991	(3,148,341)	129,040,127	125,891,786
	FUND YEAR 2024				
	Paid Claims	12,615,303	77,288,859		77,288,859
	IBNR	203,139	14,738,772		14,738,772
	Less Specific Excess	(527,829)	(592,105)		(592,105)
	Less Aggregate Excess	-	-		-
	TOTAL FY 2024 CLAIMS	12,290,613	91,435,526		91,435,526
	COMBINED TOTAL CLAIMS	13,089,480	88,103,202	663,244,534	751,347,737

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

Southern Coastal Regional Employee Benefits Fund
CONSOLIDATED BALANCE SHEET

AS OF AUGUST 31, 2024

BY FUND YEAR

	COASTAL 2024	COASTAL 2023	CLOSED YEAR	FUND BALANCE
ASSETS				
Cash & Cash Equivalents	9,382,350	(3,057,541)	20,780,085	27,104,894
Assesments Receivable (Prepaid)	1,483,786	-	-	1,483,786
Interest Receivable	-	-	53	53
Specific Excess Receivable	592,105	1,724,507	191,425	2,508,037
Aggregate Excess Receivable	-	-	-	-
Dividend Receivable	-	-	-	-
Prepaid Admin Fees	1,042	-	-	1,042
Other Assets	875,031	-	-	875,031
Total Assets	12,334,313	(1,333,034)	20,971,563	31,972,842
LIABILITIES				
Accounts Payable	-	-	-	-
IBNR Reserve	14,738,772	371,421	-	15,110,193
A4 Retiree Surcharge	349,892	-	-	349,892
Dividends Payable	-	-	311	311
Retained Dividends	-	-	11,874,007	11,874,007
Accrued/Other Liabilities	641,162	141,762	-	782,923
Total Liabilities	15,729,826	513,183	11,874,318	28,117,327
EQUITY				
Surplus / (Deficit)	(3,395,513)	(1,846,217)	9,097,244	3,855,515
Total Equity	(3,395,513)	(1,846,217)	9,097,244	3,855,515
Total Liabilities & Equity	12,334,313	(1,333,034)	20,971,563	31,972,842
BALANCE	-	-	-	-

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

Fund Year allocation of claims have been estimated.

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND

RATIOS										
INDICES	2023	FY2024								
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	
Cash Position	22,025,546	\$ 28,119,890	\$ 26,797,113	\$ 36,009,678	\$ 33,353,286	\$ 32,692,111	\$ 29,050,867	\$ 29,994,833	\$ 27,104,894	
IBNR	13,756,308	\$ 13,400,600	\$ 13,295,885	\$ 13,843,767	\$ 14,351,083	\$ 14,574,969	\$ 14,667,476	\$ 15,058,373	\$ 15,110,193	
Assets	30,749,195	\$ 34,148,252	\$ 34,014,959	\$ 36,723,415	\$ 36,570,542	\$ 33,890,012	\$ 33,984,947	\$ 32,810,748	\$ 31,972,842	
Liabilities	27,415,406	\$ 27,341,062	\$ 27,442,868	\$ 28,182,374	\$ 28,743,161	\$ 29,144,851	\$ 28,587,928	\$ 27,370,316	\$ 28,117,327	
Surplus	3,333,789	\$ 6,807,190	\$ 6,572,091	\$ 8,541,041	\$ 7,827,381	\$ 4,745,161	\$ 5,397,020	\$ 5,440,432	\$ 3,855,515	
Claims Paid -- Month	10,356,495	\$ 9,953,265	\$ 11,315,931	\$ 8,645,493	\$ 11,159,723	\$ 13,815,133	\$ 10,678,211	\$ 11,345,227	\$ 13,565,490	
Claims Budget -- Month	10,334,633	\$ 10,794,810	\$ 10,765,358	\$ 10,741,789	\$ 10,755,088	\$ 10,790,518	\$ 10,808,588	\$ 11,300,733	\$ 11,260,130	
Claims Paid -- YTD	136,287,912	\$ 9,953,265	\$ 21,269,196	\$ 29,914,689	\$ 41,074,412	\$ 54,889,545	\$ 65,567,755	\$ 76,912,983	\$ 90,478,473	
Claims Budget -- YTD	123,030,489	\$ 10,794,810	\$ 21,560,168	\$ 32,301,957	\$ 43,057,045	\$ 53,847,563	\$ 64,656,151	\$ 75,956,884	\$ 87,217,014	
RATIOS										
Cash Position to Claims Paid	2.13	2.83	2.37	4.17	2.99	2.37	2.72	2.64	2.00	
Claims Paid to Claims Budget -- Month	1.00	0.92	1.05	0.8	1.04	1.28	0.99	1.00	1.20	
Claims Paid to Claims Budget -- YTD	1.11	0.92	0.99	0.9	1.0	1.0	1.0	1.01	1.04	
Cash Position to IBNR	1.60	2.10	2.02	2.6	2.32	2.24	1.98	1.99	1.79	
Assets to Liabilities	1.12	1.25	1.24	1.3	1.27	1.16	1.19	1.20	1.14	
Surplus as Months of Claims	0.32	0.63	0.61	0.8	0.73	0.44	0.5	0.48	0.34	
IBNR to Claims Budget -- Month	1.33	1.24	1.24	1.29	1.33	1.35	1.36	1.33	1.34	

Southern Coastal Regional Employee Benefits Fund

2024 Budget Report

AS OF AUGUST 31, 2024

				Cumulative	\$ Variance	% Variance
Expected Losses	Cumulative	Annual	Latest Filed	Expensed		
Medical Aetna 1/1 Renewal	37,915,608	57,062,356	55,726,107			
Medical Aetna 7/1 Renewals	25,297,510	38,734,596	38,765,875			
Medical AmeriHealth 1/1 Renewal	15,110,032	22,628,917	23,288,306			
Medical AmeriHealth 7/1 Renewal	6,946,609	11,069,387	9,358,026			
Subtotal Medical	85,269,759	129,495,256	127,138,314	88,876,764	(3,579,916)	-4%
Prescription Claims 1/1 Renewals	1,128,498	1,711,382	1,679,406			
Prescription Claims 7/1 Renewals	1,502,510	2,469,344	2,154,081			
Less Formulary Rebates	(789,303)	(1,254,220)	(1,264,090)			
Subtotal Prescription	1,841,705	2,926,506	2,569,397	2,485,419	(643,714)	-35%
Dental Claims 1/1 Renewals	4,065	8,009	0			
Dental Claims 7/1 Renewals	74,396	110,623	110,853			
Subtotal Dental	78,461	118,632	110,853	73,344	5,117	7%
Vision Claims 1/1 Renewals	0	0	0			
Vision Claims 7/1 Renewals	27,089	40,708	46,752			
Subtotal Vision	27,089	40,708	46,752	Included in Medical		
Subtotal Claims	87,217,014	132,581,102	129,865,316	91,435,526	(4,218,512)	-5%
Rate Stabilization	666,667	1,000,000	1,000,000	0	666,667	100%
Medicare Advantage	326,627	511,166	429,200	326,951	(324)	0%
Reinsurance						
Specific	3,236,652	4,885,923	4,772,585			
Subtotal Reinsurance	3,236,652	4,885,923	4,772,585	3,240,907	(4,255)	0%
Total Loss Fund	91,446,960	138,978,191	136,067,101	95,003,384	(3,556,424)	-4%
Expenses						
Legal	17,340	26,010	26,010	17,340	-	0%
Treasurer	13,367	20,050	20,050	13,367	-	0%
Executive Director	1,081,115	1,633,144	1,590,978	1,082,066	(952)	0%
Program Manager	1,921,954	2,898,202	2,816,127	1,921,954	-	0%
Brokerage	1,600,624	2,418,027	2,341,072	1,600,624	-	0%
TPA - Med Aetna	1,299,010	1,956,678	1,919,702	Included below in Med AmerihealthAdmin		
TPA - Med AmeriHealth Admin	439,143	667,331	721,088	1,741,364	(1,551)	0%
Guardian Nurses	459,186	693,169	677,090	458,945	241	0%
TPA - Dental	4,987	7,615	6,934	4,987	-	0%
TPA - Vision	1,661	2,459	2,947	Included below in Med AmerihealthAdmin		
Actuary	8,333	12,500	12,500	8,334	(0)	0%
Auditor	14,400	21,600	21,600	14,400	0	0%
Subtotal Expenses	6,861,118	10,356,786	10,156,098	6,863,380	(2,263)	0%
Contingency	57,910	86,865	86,865	12,558	45,352	78%
Wellness Program	180,000	270,000	270,000	180,000	-	0%
Claim Audits	26,667	40,000	40,000	26,667	(0)	0%
Plan Documents	8,333	12,500	12,500	8,333	0	0%
Affordable Care Act Taxes	24,846	37,507	36,637	33,889	(9,043)	-36%
Retiree Surcharge	1,153,314	1,746,245	1,772,714	1,153,314	(0)	0%
Total Expenses	8,312,188	12,549,904	12,374,814	8,278,141	34,047	0%
Total Budget	99,759,148	151,528,095	148,441,915	103,281,525	(3,522,378)	-4%

**Southern Coastal Health Insurance Fund
2025 Proposed Budget**

Census:	1.00%
Medical - Aetna	4,724
Medical - AmeriHealth	1,607
Rx	889
Rx - Passive (Medical HMO's)	-
Dental	181
Vision	221
Medicare Advantage - Medical	259
Rx No Medical (Incl in Rx above)	14
Dental Only (Incl in Dental above)	19
Medicare Advantage Only (Incl in Med Adv	240

	LINE ITEMS	2024 Annualized Budget	2025 Proposed Budget	\$ Change	% Change
1	Medical Aetna 1/1 Renewal	\$ 57,158,338	\$ 65,316,262	\$ 8,157,924	14.27%
2	Medical Aetna 7/1 Renewals	\$ 39,681,875	\$ 44,533,655	\$ 4,851,780	12.23%
3	Medical AmeriHealth 1/1 Renewal	\$ 22,494,586	\$ 21,524,593	\$ (969,993)	-4.31%
4	Medical AmeriHealth 7/1 Renewal	\$ 12,553,912	\$ 11,698,108	\$ (855,804)	-6.82%
5	Medical Claims	\$ 131,888,711	\$ 143,072,618	\$ 11,183,907	8.48%
6	Prescription Claims 1/1 Renewals	\$ 1,765,601	\$ 2,131,948	\$ 366,347	20.75%
7	Prescription Claims 7/1 Renewals	\$ 2,837,988	\$ 3,427,005	\$ 589,017	20.75%
8	Prescription Claims	\$ 4,603,589	\$ 5,558,953	\$ 955,364	20.75%
9	Less Formulary Rebates	\$ (1,381,077)	\$ (1,778,865)	\$ (397,788)	28.80%
10	Prescription Claims Incl Rebates	\$ 3,222,512	\$ 3,780,088	\$ 557,576	17.30%
11	Dental Claims 1/1 Renewals	\$ 12,397	\$ 12,645	\$ 248	2.00%
12	Dental Claims 7/1 Renewals	\$ 100,474	\$ 102,236	\$ 1,762	1.75%
13	Dental Claims	\$ 112,871	\$ 114,881	\$ 2,010	1.78%
14	Vision Claims 1/1 Renewals	\$ -	\$ -	\$ -	0.00%
15	Vision Claims 7/1 Renewals	\$ 41,285	\$ 41,203	\$ (82)	-0.20%
16	Vision (Included in medical)	\$ 41,285	\$ 41,203	\$ (82)	-0.20%
17	Subtotal Claims	\$ 135,265,379	\$ 147,008,790	\$ 11,743,411	8.68%
18					
19	Rate Stabilization	\$ 1,000,000	\$ 1,500,000	\$ 500,000	50.00%
20					
21					
22	Medicare Advantage	\$ 555,402	\$ 693,480	\$ 138,078	24.86%
23					
24	Reinsurance				
25	Specific	\$ 4,897,915	\$ 5,877,498	\$ 979,583	20.00%
26					
27	Total Loss Fund	\$ 141,718,696	\$ 155,079,768	\$ 13,361,072	9.43%
28					
29	Expenses				
30	Legal	\$ 26,010	\$ 26,530	\$ 520	2.00%
31	Treasurer	\$ 20,050	\$ 20,451	\$ 401	2.00%
32	Executive Director	\$ 1,639,641	\$ 1,672,434	\$ 32,793	2.00%
33	Program Manager	\$ 2,924,928	\$ 2,983,415	\$ 58,486	2.00%
34	Brokerage	\$ 2,447,221	\$ 2,496,329	\$ 49,108	2.01%
35	TPA - Med Aetna	\$ 1,944,398	\$ 2,041,618	\$ 97,220	5.00%
36	TPA - Med AmeriHealth Admin	\$ 686,703	\$ 722,485	\$ 35,781	5.21%
37	Guardian Nurses	\$ 694,870	\$ 708,768	\$ 13,897	2.00%
38	TPA - Dental	\$ 7,254	\$ 7,400	\$ 145	2.00%
39	TPA - Vision	\$ 2,413	\$ 2,462	\$ 48	2.00%
40	Actuary	\$ 12,500	\$ 12,750	\$ 250	2.00%
41	Auditor	\$ 21,600	\$ 22,032	\$ 432	2.00%
42	Subtotal Expenses	\$ 10,427,590	\$ 10,716,673	\$ 289,083	2.77%
43					
44					
45	Contingency	\$ 86,865	\$ 123,527	\$ 36,662	42.21%
46	Wellness Program	\$ 270,000	\$ 269,835	\$ (165)	-0.06%
47	Claim Audits	\$ 40,000	\$ 40,000	\$ -	-
48	Plan Documents	\$ 12,500	\$ 12,500	\$ -	0.00%
49					
50					
51	Total Expenses	\$ 10,836,955	\$ 11,162,535	\$ 325,580	3.00%
52					
53	Total Budget	\$ 152,555,651	\$ 166,242,303	\$ 13,686,652	8.97%

Southern Coastal Health Insurance Fund					
2025 ASSESSMENTS ANNUAL vs PROPOSED					
		Annualized Assessments FY2024	Proposed Assessments FY2025	Difference \$	Difference %
Group Name	Member Renewal Month	2024 Annualized Assessment	2025 Proposed Assessments	\$ Difference	% Difference
Absecon City	6/30/2024	1,080,792	1,185,696	104,904	9.7%
Alloway Township BOE	12/31/2024	746,496	818,136	71,640	9.6%
Bridgeton BOE	12/31/2024	17,385,084	19,244,784	1,859,700	10.7%
Brigantine City	12/31/2024	2,215,464	2,399,568	184,104	8.3%
Buena Borough	12/31/2024	601,740	668,424	66,684	11.1%
Buena Regional BOE	12/31/2024	4,328,712	4,693,404	364,692	8.4%
Cumberland County	12/31/2024	13,272,372	14,732,928	1,460,556	11.0%
Cumberland County Charter School Network	6/30/2024	1,139,964	1,243,248	103,284	9.1%
Cumberland County Improvement Authority	6/30/2024	1,222,404	1,359,780	137,376	11.2%
Cumberland County Technical Education Center	12/31/2024	3,015,396	3,233,760	218,364	7.2%
Cumberland Regional BOE	6/30/2024	2,598,012	2,842,188	244,176	9.4%
Dennis Township BOE	6/30/2024	2,184,648	2,330,160	145,512	6.7%
Downe Township BOE	6/30/2024	332,760	359,916	27,156	8.2%
Egg Harbor Township	12/31/2024	4,191,900	4,540,056	348,156	8.3%
Hopewell BOE	12/31/2024	1,238,352	1,287,600	49,248	4.0%
Lawrence Township BOE	12/31/2024	1,245,036	1,389,288	144,252	11.6%
Lower Cape May Regional School District	12/31/2024	4,400,808	4,893,060	492,252	11.2%
Lower Township BOE	6/30/2024	5,353,524	5,664,612	311,088	5.8%
Margate City	6/30/2024	3,002,856	3,301,764	298,908	10.0%
Millville BOE	12/31/2024	16,254,000	17,598,840	1,344,840	8.3%
Ocean City BOE	6/30/2024	7,257,324	7,935,252	677,928	9.3%
Penns Grove	12/31/2024	721,416	800,892	79,476	11.0%
Penns Grove Carney's Point Schools	12/31/2024	5,878,920	6,348,216	469,296	8.0%
Pittsgrove Township	12/31/2024	332,436	374,868	42,432	12.8%
Salem County	12/31/2024	12,541,692	13,691,316	1,149,624	9.2%
Upper Deerfield BOE	12/31/2024	3,606,240	3,943,548	337,308	9.4%
Upper Township BOE	6/30/2024	3,851,616	4,004,472	152,856	4.0%
Vineland BOE	6/30/2024	30,670,836	32,832,564	2,161,728	7.0%
Waterford Township BOE	6/30/2024	3,559,344	3,892,896	333,552	9.4%
West Cape May BOE	12/31/2024	119,076	130,980	11,904	10.0%
Woodstown Borough	12/31/2024	499,848	550,368	50,520	10.1%

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
Year: 2024

<u>Yearly Items</u>	<u>Filing Status</u>
Budget	Filed
Assessments	Filed
Actuarial Certification	Filed
Reinsurance Policies	Filed
Fund Commissioners	Filed
Fund Officers	Filed
Renewal Resolutions	Filed
Indemnity and Trust	Filed
New Members	To Be Filed
Withdrawals	N/A
Risk Management Plan and By Laws	Filed
Cash Management Plan	Filed
Unaudited Financials	Filed
Annual Audit	12/31/2023
Budget Changes	N/A
Transfers	N/A
Additional Assessments	N/A
Professional Changes	N/A
Officer Changes	N/A
RMP Changes	N/A
Bylaw Amendments	N/A
Contracts	Filed
Benefit Changes	N/A

October 28, 2024

Prospects:

City of Vineland <ul style="list-style-type: none"> DTQ due to unfavorable claims 	Longport, Boro of <ul style="list-style-type: none"> Effective 12/1/24; Implementation ongoing
Cape May, City of <ul style="list-style-type: none"> Favorable proposal presented 	Lower, Twp of <ul style="list-style-type: none"> Favorable proposal presented
Middle Township (muni) <ul style="list-style-type: none"> DTQ due to unfavorable claims 	Somers Point, City of <ul style="list-style-type: none"> Proposal released, pending presentation
Atlantic Utilities Authority <ul style="list-style-type: none"> Under review by Underwriting 	

Coastal Fund Meeting Dates:

- January 22, 2024
- March 25, 2024
- June 3, 2024
- July 22, 2024
- September 23, 2024
- October 21, 2024
- November 25, 2024
- January 27, 2025

Coastal Fund Brokers:

- Allen Associates
- AR Fanucci
- Assured Partners
- Brown & Brown
- J Byrne Agency
- Conner Strong & Buckelew
- Cornerstone Insurance Group
- Glenn Insurance
- Hardenbergh Insurance Group
- Hafetz Insurance
- Innovative Risk Solutions
- PBC (Professional Benefit Consultants)

Executive Committee:

- Richard Davidson, Chair
- Nicole Albanese, Secretary
- Jerry Velazquez, Executive Committee
- Megan Duffield, Executive Committee
- Laurie Ryan, Executive Committee
- Scott Musterel, Executive Committee
- Mark Mallet, Executive Committee
- Frank Badessa, Executive Committee Alternate
- Donna Phillips, Executive Committee Alternate
- Chris DeStratis, Executive Committee Alternate

2024 Committees:

FINANCE & CONTRACTS

- Richard Davidson – Chair
- Jerry Velazquez
- Scott Musterel

OPERATIONS & NOMINATIONS

- Nicole Albanese - Chair
- Jerry Velazquez
- Scott Musterel

WELLNESS & CLAIMS

- Laurie Ryan – Chair
- Megan Duffield
- Chris DeStratis

WELLNESS COMMITTEE UPDATE:


Please visit www.coastalhif.com/wellness to review the wellness grant guidelines and information needed to submit a new application. You can also find information on programs like Biometric Screenings from Health Fairs Direct, the wellness tracking app from Advanta Health Solutions, and many other resources at www.coastalhif.com/wellness/resources. If you have any questions, feel free to contact us.

2025 GRANT SUBMISSION DATES NOW OPEN:

The deadlines for 2024-2025 wellness applications have now passed. For the 2025 budget, the Fund has introduced a per-employee budget system, allowing the wellness budget to grow alongside the fund year after year. The proposed budget will remain at \$175,000 in calendar year 2025 for such projects but will continue to grow as we do. **Once again, we will have two submission dates:**

- **November 30 (to use funds from January 2025 thru December 2025)**
- **May 31 (to use funds from July 2025 thru June 2026)**

So far, we have received one application for 2025. If you would like to apply or have any questions or concerns about the Wellness Program please reach out to corey@shanj.com.

							
COASTAL WELLNESS GRANTS - 2024 Budget Amount: \$175,000							
<u>Group Name</u>	<u>Fund Allowance</u>	<u>Amount Requested</u>	<u>Date Submitted to Committee</u>	<u>Date Committee Approved</u>	<u>Amount Approved</u>	<u>Date Submitted to Emily</u>	<u>Date Resolution Passed</u>
Upper Twp BOE	\$8,950	\$8,950	10/21/24	10/22/24	\$8,950	10/23/24	
TOTAL TO DATE	\$8,950	\$8,950			\$8,950		

2025 WELLNESS ALLOTMENT UPDATE:

Moving forward we have decided to utilize a per-employee allotment format, allowing your grant amount to change with the size of your entity. This seemed like the fairest approach and has given most groups more wellness dollars. See chart on next page for updated grant allowance amounts for each group:

Absecon City	\$2,625.00
Alloway Twp BOE	\$2,175.00
Bridgeton BOE	\$24,955
Brigantine City	\$6,900.00
Buena Borough	\$1,575.00
Buena Regional BOE	\$11,520
CCIA (The Authority)	\$3,900.00
Cumberland County	\$25,970
Cumberland County Charter	\$5,850.00
CCCTEC	\$7,865
Cumberland Regional BOE	\$7,800
Dennis Twp BOE	\$6,375.00
Downe Twp BOE	\$900.00
Egg Harbor Twp	\$11,040
Hopewell Twp BOE	\$4,350.00
Lawrence Twp BOE	\$4,200.00
Lower Cape May Regional Schools	\$9,060
Lower Twp Elementary School	\$11,580
Margate City	\$6,760
Millville BOE	\$23,275
Ocean City BOE	\$13,475
Penns Grove-Carneys Point BOE	\$13,200
Penns Grove, Boro of	\$2,850.00
Pittsgrove Twp	\$825.00
Salem County	\$20,200
Upper Deerfield BOE	\$8,125
Upper Twp BOE	\$8,905
Vineland BOE	\$30,375
Waterford Twp BOE	\$7,995
West Cape May BOE	\$675.00
Woodstown, Boro of	\$1,425.00

NEW FINDINGS SHOWS STRONG CORRELATION BETWEEN WELLNESS & MEDICAL LOSS RATIO:

We analyzed the Medical L/R of groups active in the wellness program from 2021 to 2023 and found the following:

Groups that applied in 2022-2023:	Groups that <u>did not</u> apply in 2022-2023:	Groups that applied between 2021-2023: *	Groups <u>not</u> consistent between 2021-2023:	Groups w/ over 20% Advanta participation:
87%	111%	93%	119%	82%

*had to apply for at least 2 years

- There is a 24% difference between groups that applied in 2022-2023 and those that did not.
- There is a 26% difference between groups that applied consistently over three years versus those that did not.

REIMBURSEMENT REMINDER:

We have observed that many groups applying for grants are not requesting reimbursements, indicating they may not be proceeding with their wellness plans. This is unfair to other groups who wish to apply when funds are depleted. If you haven't requested funds for previous years, please do so by filling out the form here:: <https://www.coastalhif.com/wp-content/uploads/2021/09/Blank-Reimbursement-Voucher-Fillable.pdf> and sending to corey@shanj.com.

ADVANTA'S ACTIVEFIT+ RENEWED FOR 2025:

We are pleased to offer Advanta's Activefit+ base plan to all groups for 2025. Each group has been automatically enrolled at no additional cost and may use their wellness funds for program upgrades and monthly incentives to reward active employees. Look out for marketing emails encouraging participation and detailing the implementation process. For any questions, contact corey@shanj.com or jsalo@advantahealth.com.

NEW FEATURES BEING ADDED: Advanta now includes a **Workout feature** that allows users to easily track accepted workouts directly through the app. Additionally, Advanta is partnering with **Tremendous**, enabling groups to opt for gift card payouts as incentives instead of cash payments to employees.

Reminder: Please visit the Coastal HIF website for more details on how to apply, what is eligible, ideas for an application and additional resource information. You can always contact us for any assistance that you might need. Here's the link: <https://coastalhif.com/wellness/application>

GUARDIAN NURSES:

MEET THE COASTAL FUND DEDICATED GUARDIAN NURSES

Paula Spector, RN
609-276-5001

pspector@guardiannurses.com

Alicia Spataro, RN
609-276-4990

aspataro@guardiannurses.com

Sarah Fiske, RN
856-239-3823

sfiske@guardiannurses.com

Also attached is the most recent Guardian Nurses newsletter "*The Flame*"

ADMINISTRATIVE REMINDERS & UPDATES:

- **Broker Contact Information** - Please direct any escalated claims, benefit coverages, prescription coverage, Medicare advantage or appeal related questions to our dedicated Benefit Specialists as follows: MaryBeth Anglani marybeth@allenassoc.com , or Annie Jimenez annie@allenassoc.com .
- **Monthly Billing** -As a reminder, please be sure to check your monthly invoice for accuracy. If you find a discrepancy, please report it to the Coastal Fund enrollment team. The Fund's policy is to limit retro corrections, including terminations, to 60 days. We have noticed an increase in requests for enrollment changes, billing changes, terminations and additions well past the 60-day time frame. Moving forward, it is of the utmost importance to review bills for rate and enrollment accuracy on a monthly basis. If there is an error, please bring it to our attention.

- System training (**new and refresher**) is provided to all contacts with WEX access **every 3rd Wednesday at 10AM**. Please contact HIFtraining@permainc.com for additional information or to request an invite.
 - ***In the subject line of the email, please include: Training – Fund Name and Client Name. Please be sure to add the date of the training you would like to attend in your email so an invite can be sent.***
- **PARTIAL MONTH ENROLLEMNTS REMINDER>>**When processing enrollments and terminations, the Fund will charge a member for a full month rate for an employee that is enrolled between the 1st and the 15th of the month but will charge the member in the following month if an enrollment occurred between the 16th and the 31st of the month. If a member should term between the 1st and the 15th of the month, the Fund will not charge the member a rate for the enrollment but will charge a full month rate if a member terms between the 16th and the 31st of the month.

OPERATIONAL UPDATES:

Open Enrollment – 1/1/25 (Passive)

- OE will be held October 28th through November 8th
- All OE updates should be completed in WEX by November 15th to allow time for ID cards to be delivered to members by 1/1/24
- 2025 Qualified HDHP Minimums will be updated as follows:
 - Deductible - \$1,650 single/ \$3,300 family
 - Maximum Out of Pocket (MOOP) - \$3,300 single/ \$\$6,600
- OE guides are currently being updated and will be sent once finalized
 - ** Subject to change pending approval of the 2025 Budget****

WEX 2025 Coupons – Direct Bill Enrollees: DU31, COBRA and Retirees

WEX will be sending notices to self-pay enrollees advising their 2025 coupons will be received after January 1, 2025. The notice includes instructions on how catch-up payments will be applied to the enrollee’s account. Please reference the notices in the Appendix.

****Coverage will not be impacted due to the 2025 coupons being delayed****

Onsite Flu Vaccine Clinic Vendor List

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

2023 Specialized Audit:

The audit results were received and being reviewed.

VENDOR UPDATES

Aetna UPDATES:

CVS Health Virtual Care – Effective 1/1/25 - Aetna covered members

Beginning January 1, 2025, CVS Health Virtual Care will replace Teladoc for all Aetna covered members. Members will receive:

- On-Demand Care – Access to 24/7 quick care for minor illnesses and injuries
- Mental Health Services – counseling for conditions such as anxiety and stress, plus psychiatry services for medication management
- Referred to in-person care when needed at nearby MinuteClinic locations or in-network provider clinic.

Please reference the CVS Health Virtual Care flyer included in the Appendix for additional information including instructions for to activate the benefit and create an account.

****Members will receive new ID cards with CVS Health Virtual Care information, replacing Teladoc**

EXPRESS-SCRIPTS UPDATE:

Mail Order – Less than 35-day supply

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

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

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

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

Notice of Creditable Coverage (NOCC)

CMS Annual Open Enrollment period for the 2025 plan year is October 15 – December 7. To meet the CMS requirement, Express Scripts mailed the NOCC letters the week of September 16th to those age 65 and older enrolled in ESI coverage through the HIFs.

GLP-1 Weight Loss Program (Encircle) Effective 9/1/24

The Program Manager has consulted with the MRHIF Pharmacy Benefit Manager (PBM) Express Scripts (ESI) in determining a program to assist with the increasing cost of GLP-1 medications being used for weight loss. The Encircle Program encompasses the criteria recommended for the drugs intended use; lifestyle modification, member engagement, overall adherence. As a result, the Program Manager is recommending the Encircle Program for Southern New Jersey HIF participants who are approved for weight loss medications using the following criteria:

- BMI \geq 32 **OR**
- BMI between 27 \leq 32 **WITH** 2 or more documented comorbidities

In addition to receiving an approved prior authorization (PA), below are the mandatory guidelines of the program:

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

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

Members who have a current PA on file will be grandfathered until their PA on file has expired with ESI. Upon renewal of their PA they will be need to meet the above BMI requirements to be considered for approval. If approved, they will receive the Omada welcome kit and will need to adhere to the Encircle program requirements as outlined.

Communications will be sent to all impacted members with registration information. Once registered members will receive an access code to sign up for the Omada welcome kit.

LEGISLATIVE UPDATES:

2024 LEGISLATIVE REVIEW

MEDICAL AND RX REPORTING: None

NO SURPRISE BILLING AND TRANSPARENCY ACT – Continued Delays

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

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

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

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

APPEALS & IRO’s (Independent Review Organization) (as of 10.14.24) –

Carrier Appeals:

Submission Date	Appeal Type	Appeal Number	Reason	Determination	Determination Date
08/06/2024	Medical/Aetna	Coastal 2024 09 01	Radiology Services	Upheld	08/13/2024
08/28/2024	Medical/Aetna	Coastal 2024 09 02	Radiology Services	Upheld	09/08/2024

IRO Submissions:

Submission Date	Appeal Type	Appeal Number	Reason	Determination	Determination Date
09/06/2024	Medical/Aetna	Coastal 2024 09 01	Radiology Services	Overtured	09/16/2024
09/26/2024	Medical/Aetna	Coastal 2024 09 02	Radiology Services	Overtured	10/08/2024



Coastal Health Insurance Fund Board Meeting Summary October 28th, 2024

Of Note in This Reporting Period:

September 30th marked the end of Y5Q2 (July 1-Sept. 30, 2024) of Guardian Nurses' support of the membership of the Coastal Fund.

Highlights from Y5Q2:

- 212 total referrals – 31% of year-to-date referrals (see chart below)
 - 175 inpatients
 - 22 direct calls
 - 23 referrals into the diabetic program; 5 referrals into the Complex Program
 - 7 pre-authorizations
 - 2 broker referrals
- 229 total mobilizations – 36% of year-to-date mobilizations (see chart below)
 - Acute: 92 hospital visits; 30 accompaniments; 2 home visits
 - Complex/Diabetic: 11 hospital visits; 79 accompaniments; 15 home visits
- 5 patients were transferred from the Acute Program into the Complex Program: 2 diabetes; 2 cardiac; 1 neurological
- Readmissions:
 - Total 17 (15 acute/2 complex), involving 9 patients.
 - Overall readmission rate is 10%, which is still lower than the national average readmission rate for commercial insurance of 14%. At 14%, there would have been 7 more readmissions, translating into a projected savings of \$106,400 for the Fund, based on an average cost of \$15,200 per admission.

A highlight of GN engagement is ensuring the best care by encouraging and expediting second opinions. According to the Cleveland Clinic, *"Third-party research confirms significant impact of specialty expertise on patients' quality of life and costs across the healthcare continuum."*

Cleveland Clinic completed a study to identify the impact of second opinions.

[\(https://www.businesswire.com/news/home/20240326564321/en/\)](https://www.businesswire.com/news/home/20240326564321/en/)

Their results demonstrated the value in getting second opinions:

- 67% of The Clinic's virtual second opinions (VSOs) recommended a diagnosis or treatment plan change.
- In cases where the primary treatment plan included surgery, the VSO recommended an alternate treatment 85% of the time.
- All of the above can translate into savings for the patient and the payor.

Guardian Nurses Healthcare Advocates, Inc.
Lighting Your Way Through the Healthcare Maze
P.O. Box 224 Flourtown, PA 19031
Main Phone: 888-836-0260
GuardianNurses.com



SouthernCoastal^{FUND}

REFERRALS	9/1/24 – 9/30/24	9/1/23 – 9/30/23
Total Referrals	680	638
Total Referrals (ACUTE)	573	509
Total Referrals (COMPLEX)	107	129
Hospitalizations		
Total Members Hospitalized	478	385
Members Requiring ICU	43	49
Readmissions (Acute & Complex)	37/3	29/27
COVID-19 Requiring Admission	2	1
Complex Program Admissions	1	3
Mobilizations--Acute Program		
Inpatient Visits	273	241
Accompaniments	70	73
Home Visits	7	12
Mobilizations--Complex Program		
Inpatient Visits	39	32
Accompaniments	215	157
Home Visits	36	31
REFERRALS	9/1/2024 – 9/30/2024	9/1/2023 – 9/30/2023
Acuity*	Acute/Chronic	Acute/Chronic
2	108/85	137/104
3	429/19	334/23
4 ICU	35/6	47/2
ICU Admissions		
# of Admissions	35/6	47/2
Insurer	38 Aetna; 3 AHA	40 Aetna; 9 AHA
Status	40 Engaged; 1 no longer on benefits	48 Engaged; 1 Declined

*Acuity refers to priority of member's medical situation. Acuity 3 includes hospitalized patients and oncology patients. This value relates to the time and complexity of the MCC's support. Acuity 4 includes ICU patients.

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Highlighted story:

MCC engaged with a 40 y/o member diagnosed with a meningioma and referred to neurosurgery. MCC retrieved records and coordinated a plan for member to obtain a second opinion after the initial neurosurgery consult. MCC accompanied member to first appointment; member was told that a craniotomy would need to take place and that it would be unlikely to find another surgeon who could do another surgical approach. MCC supported member during second opinion, which was just days after the first appointment. Ultimately, after further imaging and investigating best outcomes, the decision by member was made to undergo a minimally invasive surgery to remove the skull base tumor by the second opinion provider. This neurosurgeon, with the help of ENT, was able to enter the nose, maneuver through the sinus and skull to remove the meningioma in its entirety and prevent damage to nerves, vessels, and glands. MCC coordinated with case management for home care needs and visited member at her home to review discharge instructions to ensure appropriate medications and restrictions. Post-operatively the member has no complications; follow-up scans are scheduled and restrictions are lifted.

Guardian Nurses Healthcare Advocates, Inc.
Lighting Your Way Through the Healthcare Maze
P.O. Box 224 Flourtown, PA 19031
Main Phone: 888-836-0260
GuardianNurses.com

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND

BILLS LIST

Resolution No. _____

OCTOBER 2024

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

BE IT RESOLVED that the Southern Coastal Regional Employee Benefits Fund’s Executive Board, hereby authorizes the Fund treasurer to issue warrants in payment of the following claims; and

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

CLOSED YEAR

MIDDLE TOWNSHIP	RETAINED DIVIDEND	311.42
		311.42
	CHECK TOTALS	311.42
	Total Payments CLOSED YEAR	311.42

FUND YEAR 2023

OCEAN CITY BOARD OF EDUCATION	WELLNESS GRANT - TUMBLERS	10,000.00
		10,000.00
LOWER TWP EMLEMENTARY SCHOOL DISTRICT	WELLNESS ADVANTA 07/01/23 - 06/30/24	7,500.00
		7,500.00
COLUMN SOFTWARE PBC	AD NOTICE 11/4/23 ORDER # COL1616	48.92
COLUMN SOFTWARE PBC	AD NOTICE 10/26/23 ORDER # COL1445	41.56
		90.48
	CHECK TOTALS	17,590.48
	Total Payments FY 2023	17,590.48

FUND YEAR 2024

PERMA	POSTAGE 09/24	32.98
PERMA	ADMINISTRATOR FEES 10/24	139,160.94
		139,193.92
MARMERO LAW, LLC	LEGAL SERVICES 9/1/24-9/31/24-30849	2,346.00
		2,346.00
MEDICAL EVALUATION SPECIALISTS	CLAIM REVIEW 9/31/24 CLAIM 2510631	225.00
		225.00
Millville Board of Education	WELLNESS 2/24 - 6/24	2,860.00
		2,860.00
COLUMN SOFTWARE PBC	AD NOTICE 3/21/24 ORDER # COL4316	93.08
COLUMN SOFTWARE PBC	AD NOTICE 10/5/24 ORDER # COL7669	47.08
		140.16
CUMBERLAND COUNTY IMPROVEMENT AUTHORITY	WELLNESS '24-YOGA MATS & INST, GIFT BAGS	4,033.56
		4,033.56
ACCESS	STORAGE INV 11141495 DEPT 963 9/30/2024	21.11
ACCESS	STORAGE INV 11082334 DEPT 963 8/31/2024	20.71
		41.82
LOWER CAPE MAY REGIONAL	WELLNESS ADVANTA HEALTH JUL - OCT	1,886.60
		1,886.60
UPPER TOWNSHIP BOARD OF EDUCATION	WELLNESS 2024 - ADVANTA JAN - JULY	7,500.00
		7,500.00

VINELAND PUBLIC CHARTER SCHOOL	WELLNESS 08/24 WORKLIFE BALANCE SEMINAR	276.00 276.00
MUNICIPAL REINSURANCE HIF	SPECIFIC REINSURANCE 10/24	415,767.03 415,767.03
	CHECK TOTALS	574,270.09
AETNA HEALTH MANAGEMENT, LLC	MEDICARE ADVANTAGE 10/24	45,823.84 45,823.84
DELTA DENTAL INSURANCE COMPANY (DELTACARE USA)	BUENA BOROUGH 10/24	37.45 37.45
AETNA	VISION TPA FEES 10/24	198.38
AETNA	MEDICAL TPA FEES 10/24	166,663.70 166,862.08
AMERIHEALTH ADMINISTRATORS	WELLNESS/MARKETING 10/24	-2,385.00
AMERIHEALTH ADMINISTRATORS	MEDICAL TPA 10/24	59,004.90 56,619.90
DELTA DENTAL OF NEW JERSEY INC.	DENTAL TPA 10/24	721.44 721.44
VERRILL & VERRILL	DEPUTY TREASURER FEE 10/24	1,066.67 1,066.67
POINT ACCOUNTING GROUP	TREASURER FEE 10/24	604.16 604.16
SHARED HEALTH ALLIANCE	PROGRAM MANAGER FEE 10/24	247,839.66 247,839.66
SHARED HEALTH ALLIANCE	GUARDIAN NURSE 10/24	57,368.17 57,368.17
ALLEN ASSOCIATES	BROKER FEES 10/24	207,520.37 207,520.37
ACTUARIAL SOLUTIONS, LLC	4TH QTR 2024 FUND ACTUARY FEES	3,125.00 3,125.00
	ACH TOTAL	787,588.74
	Total Payments FY 2024	1,361,858.83
	TOTAL PAYMENTS ALL FUND YEARS	1,379,760.73

Chairperson

Attest:

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

Treasurer

Current Fund Year: 2024									
Month Ending: August									
	Medical	Dental	Rx	Vision	Reinsurance	Admin	LFC	Closed Year	TOTAL
OPEN BALANCE	2,832,402.66	(27,113.94)	(2,694,842.35)	118,843.09	(391,565.33)	2,412,586.62	570,076.41	14,333,817.53	29,994,832.78
RECEIPTS									
Assessments	9,749,897.86	8,564.47	235,914.39	3,088.60	356,627.60	985,912.56	74,028.22	0.00	11,414,033.70
Refunds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Invest Pymnts	26,942.88	11.44	0.00	354.96	0.00	7,208.97	1,702.89	42,820.07	117,400.67
Invest Adj	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.04
Subtotal Invest	26,942.92	11.44	0.00	354.96	0.00	7,208.97	1,702.89	42,820.07	117,400.71
Other Receipts	55,721.58	0.00	197,384.92	0.00	0.00	0.00	0.00	0.00	253,106.50
TOTAL	9,832,562.36	8,575.91	433,299.31	3,443.56	356,627.60	993,121.53	75,731.11	42,820.07	11,784,540.91
EXPENSES									
Claims Transfers	12,697,524.57	10,371.01	599,723.19	0.00	0.00	0.00	0.00	0.00	13,307,618.77
Expenses	49,416.96	149.80	0.00	0.00	413,059.29	904,234.61	0.00	0.00	1,366,860.66
Other Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	12,746,941.53	10,520.81	599,723.19	0.00	413,059.29	904,234.61	0.00	0.00	14,674,479.43
END BALANCE	(81,976.51)	(29,058.84)	(2,861,266.23)	122,286.65	(447,997.02)	2,501,473.54	645,807.52	14,376,637.60	27,104,894.26

SUMMARY OF CASH AND INVESTMENT INSTRUMENTS										
COASTAL HEALTH BENEFITS FUND										
ALL FUND YEARS COMBINED										
CURRENT MONTH	August									
CURRENT FUND YEAR	2024									
Description:	Citizens Bank	OceanFirst Investment Account	OceanFirst Operating Account	Fulton Bank Investment Account	Wilmington Trust Investment Account	NJ Cash Management Investment Account	Fulton Bank Checking Account	Cornerstone Bank Investment Account	Fulton Bank Certificate of Deposit #595106306	
ID Number:										
Maturity (Yrs)										12/1/2024
Purchase Yield:	4.40	4.34	4.34	5.41	5.04	5.26	5.41	5.67		5.50
TOTAL for All Accts & instruments										
Opening Cash & Investment Balance	\$29,994,832.80	\$ 292,695.43	\$ 7,008.62	\$ 6,268,875.50	\$ 8,821,243.23	\$ 12,625.72	\$ 10,513,647.90	\$ 20,619.91	\$ 2,058,116.49	\$ 2,000,000.00
Opening Interest Accrual Balance	\$54.26	\$ -	\$ -	\$ -	\$ -	\$ 54.26	\$ -	\$ -	\$ -	\$ -
1 Interest Accrued and/or Interest Cost	\$54.29	\$0.00	\$0.00	\$0.00	\$0.00	\$54.29	\$0.00	\$0.00	\$0.00	\$0.00
2 Interest Accrued - discounted Instr.s	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3 (Amortization and/or Interest Cost)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4 Accretion	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
5 Interest Paid - Cash Instr.s	\$117,346.43	\$1,090.81	\$1,773.35	\$15,925.25	\$50,077.92	\$0.00	\$39,916.17	\$703.86	\$7,859.07	\$0.00
6 Interest Paid - Term Instr.s	\$54.26	\$0.00	\$0.00	\$0.00	\$0.00	\$54.26	\$0.00	\$0.00	\$0.00	\$0.00
7 Realized Gain (Loss)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
8 Net Investment Income	\$117,400.72	\$1,090.81	\$1,773.35	\$15,925.25	\$50,077.92	\$54.29	\$39,916.17	\$703.86	\$7,859.07	\$0.00
9 Deposits - Purchases	\$23,671,970.86	\$0.00	\$5,000,000.00	\$8,628,256.00	\$8,676,854.20	\$0.00	\$0.00	\$1,366,860.66	\$0.00	\$0.00
10 (Withdrawals - Sales)	-\$26,679,310.09	\$0.00	-\$5,000,000.00	-\$13,945,588.77	-\$1,366,860.66	\$0.00	-\$5,000,000.00	-\$1,366,860.66	\$0.00	\$0.00
		OK	OK	OK	OK	OK	OK	OK	OK	OK
Ending Cash & Investment Balance	\$27,104,894.26	\$293,786.24	\$8,781.97	\$967,467.98	\$16,181,314.69	\$12,679.98	\$5,553,564.07	\$21,323.77	\$2,065,975.56	\$2,000,000.00
Ending Interest Accrual Balance	\$54.29	\$0.00	\$0.00	\$0.00	\$0.00	\$54.29	\$0.00	\$0.00	\$0.00	\$0.00
Plus Outstanding Checks	\$2,204,420.00	\$0.00	\$0.00	\$2,204,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
(Less Deposits in Transit)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Balance per Bank	\$29,309,314.26	\$293,786.24	\$8,781.97	\$3,171,887.98	\$16,181,314.69	\$12,679.98	\$5,553,564.07	\$21,323.77	\$2,065,975.56	\$2,000,000.00

**CERTIFICATION AND RECONCILIATION OF CLAIMS PAYMENTS AND RECOVERIES
COASTAL HEALTH BENEFITS FUND**

Month		August							
Current Fund Year		2024							
		1.	2.	3.	4.	5.	6.	7.	8.
Policy Year	Coverage	Calc. Net Paid Thru Last Month	Monthly Net Paid August	Monthly Recoveries August	Calc. Net Paid Thru August	TPA Net Paid Thru August	Variance To Be Reconciled	Delinquent Unreconciled Variance From	Change This Month
2024	Medical	74,795,466.98	12,697,524.57	0.00	87,492,991.55	0.00	87,492,991.55	74,795,466.98	12,697,524.57
	Dental	59,970.47	10,371.01	0.00	70,341.48	0.00	70,341.48	59,970.47	10,371.01
	Rx	3,412,884.28	599,723.19	0.00	4,012,607.47	0.00	4,012,607.47	3,412,884.28	599,723.19
	Vision	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total	78,268,321.73	13,307,618.77	0.00	91,575,940.50	0.00	91,575,940.50	78,268,321.73	13,307,618.77



SOUTHERN COASTAL HEALTH INSURANCE FUND

Monthly Claim Activity Report

October 28, 2024



SOUTHERN COASTAL HEALTH INSURANCE FUND

	MEDICAL CLAIMS + CAP			MEDICAL CLAIMS + CAP		
	<u>PAID 2023</u>	<u># OF EES</u>	<u>PER EE</u>	<u>PAID 2024</u>	<u># OF EES</u>	<u>PER EE</u>
JANUARY	\$8,330,285	4,780	\$ 1,743	\$8,647,154	4,777	\$1,810
FEBRUARY	\$8,241,387	4,781	\$ 1,724	\$7,823,044	4,742	\$1,650
MARCH	\$7,376,046	4,771	\$ 1,546	\$6,715,776	4,742	\$1,416
APRIL	\$7,957,881	4,766	\$ 1,670	\$10,672,810	4,739	\$2,252
MAY	\$9,478,061	4,761	\$ 1,991	\$8,343,715	4,758	\$1,754
JUNE	\$9,423,269	4,747	\$ 1,985	\$8,136,959	4,765	\$1,708
JULY	\$9,968,477	4,721	\$ 2,112	\$10,086,416	4,728	\$2,133
AUGUST	\$10,367,561	4,683	\$ 2,214	\$9,731,983	4,712	\$2,065
SEPTEMBER	\$7,791,797	4,751	\$ 1,640			
OCTOBER	\$10,391,887	4,727	\$ 2,198			
NOVEMBER	\$10,332,787	4,715	\$ 2,191			
DECEMBER	\$7,265,364	4,721	\$ 1,539			
TOTALS	\$106,924,801			\$70,157,858		
				2024 Average	4,745	\$ 1,849
				2023 Average	4,744	\$ 1,879

Plan Sponsor Unique ID : All
Customer: Southern Coastal Health Insurance Fund
Group / Control: 00108431,00169660,00737420,00737421

Paid Dates: 08/01/2024 - 08/31/2024
Service Dates: 01/01/2011 - 08/31/2024
Line of Business: All

	Paid Amt	Diagnosis/Treatment
	\$704,483.71	VENTRICULAR FIBRILLATION
	\$366,938.28	HYPERTENSIVE CHRONIC KIDNEY DISEASE WITH
	\$162,448.92	MALIGNANT NEOPLASM OF MANDIBLE
	\$143,530.59	UNSPECIFIED ATRIAL FLUTTER
	\$131,478.96	SEPSIS DUE TO ESCHERICHIA COLI (E. COLI)
	\$106,174.68	NONRHEUMATIC AORTIC (VALVE) STENOSIS WITH
Total:	\$1,615,055.14	



Medical Claims Paid:
January 2024 – August 2024

Total Medical Paid per EE: **\$1,849**

Network Discounts

Inpatient:	64.9%
Ambulatory:	63.2%
Physician/Other:	61.3%
TOTAL:	62.9%

Provider Network

% Admissions In-Network: **98.7%**
% Physician Office in network: **98.6%**

Aetna Book of Business:
Admissions 98.8%; Physician 90.8%

Top Facilities Utilized
(by total Medical Spend)

- Inspira Medical Center –Vineland
- Cooper Hospital
- Inspira Medical Center Mullica Hill
- CHOP
- Thomas Jefferson University Hosp.

Catastrophic Claim Impact
(January 2024- September 2024)

Number of Claims Over \$50,000 **202**
Claimants per 1000 members: **17.3**
Avg. Paid per Claimant: **\$138,971**
Percent of Total Paid: **38.7%**

- Aetna BOB- HCC account for an average of 42.8% of total Medical Cost

Teladoc Activity:
January 2024 – August 2024

Total Registrations: **242**
Total Online Visits: **827**
Total Net Claims Savings: **\$398,943**
Total Visits w/ Rx: **562**

Utilization by Age

0-17: 19.3%
18-26: 9.1%
27-30: 6.8%
31-45: 36.4%
46-55: 18.9%
55-65: 8.6%
65+ 1.0%

Mental Health Visits: **120**
Dermatology Visits: **37**

Service Center Performance Goal Metrics YTD 2024

Customer Service Performance

1st Call Resolution: **94.02%**
Abandonment Rate: **0.73%**
Avg. Speed of Answer: **25.1 sec**

Claims Performance

Financial Accuracy: **98.84%***
*Q2 2024

90% processed w/in: **6.2 days**
95% processed w/in: **10.8 days**

Claims Performance (Monthly)
(August 2024)

90% processed w/in: **5.4 days**
95% processed w/in: **11.2 days**
(Note: This is not a PG metric)

Performance Goals

1st Call Resolution: **90%**
Abandonment Rate less than: **3.0%**
Average Speed of Answer: **30 sec**

Financial Accuracy: **99%**

Turnaround Time

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





2024 Coastal HIF

2023 Coastal HIF

	MEDICAL CLAIMS PAID 2024	# OF EES	PER EE		MEDICAL CLAIMS PAID 2023	# OF EES	PER EE
JANUARY	\$ 1,486,792.87	1,527	\$ 973.66	JANUARY	\$ 539,813.11	1549	\$ 617.36
FEBRUARY	\$ 2,775,782.86	1,526	\$ 1,818.99	FEBRUARY	\$ 2,764,051.98	1,524	\$ 1,167.98
MARCH	\$ 1,513,406.57	1,517	\$ 997.63	MARCH	\$ 2,244,616.64	1,528	\$ 1,468.98
APRIL	\$ 2,078,359.71	1,514	\$ 1,372.76	APRIL	\$ 2,137,929.02	1,518	\$ 1,408.38
MAY	\$3,087,392.63	1,509	\$ 2,045.98	MAY	\$ 1,866,166.75	1,514	\$ 1,232.60
JUNE	\$ 2,274,909.83	1,511	\$ 1,505.56	JUNE	\$ 2,441,503.48	1,515	\$ 1,611.55
JULY	\$ 1,588,759.56	1,620	\$ 980.71	JULY	\$ 2,433,300.97	1,510	\$ 1,611.45
AUGUST	\$ 3,317,861.03	1,604	\$ 2,068.49	AUGUST	\$ 2,289,593.74	1,499	\$ 1,523.41
SEPTEMBER	\$ 2,448,376.40	1,602	\$ 1,528.32	SEPTEMBER	\$ 2,166,471.52	1,504	\$ 1,440.47
OCTOBER				OCTOBER	\$ 2,174,018.26	1,537	\$ 1,414.45
NOVEMBER				NOVEMBER	\$ 3,458,261.85	1,530	\$ 2,260.30
DECEMBER				DECEMBER	\$ 2,559,088.00	1,523	\$ 1,680.29
TOTALS	\$20,571,641.46			TOTALS	\$ 27,074,815.32	1,521	\$ 1,453.10
2024 Average		2024 Average	\$ 1,476.90				



Southern Coastal HIF
Paid Claims 01/01/2024-12/31/2024

Average payment per member per month 01/01-12/31/2024:	\$ 569.93
Number of claimants with paid claims over \$100,00 YTD:	21
Total paid on those claimants:	\$4,215,437

Metric	AHA Jan. MTD	AHA Feb. MTD	AHA March MTD	AHA April MTD	AHA May MTD	AHA June MYD	AHA July MTD	AHA Aug. MTD	AHA Sept. MTD
1st Call Resolution	79.89%	80.03%	79.13%	78.82%	78.80%	78.69%	81.82%	80.85%	81.82%
ASA	5.45	5.13	5.09	9.31	4.66	11.83	19.68	13.14	25.70
Abandonment Rate	0.92%	0.62%	0.48%	0.69%	0.47%	0.61%	0.93%	0.68%	1.27%

Top Facilities Utilized based on paid claims:
ATLANTICARE REGIONAL MEDICAL CENTER
INSPIRA MEDICAL CENTER VINELAND, NJ
INSPIRA MEDICAL CENTER MULICA HILL, NJ
SHORE MEDICAL CENTER, NJ
CAPE REGIONAL MEDICAL CENTER, NJ

Totals	2024 YTD
Total Inpatient Admissions	177
Total Inpatient Days	989
ER	644

Teladoc Utilization
Total Registrations YTD:
Total Online Visits
Member Satisfaction YTD:

Provider Network
% Inpatient In- Network: 99.4%
% Professional providers In-Network: 95.3%
% Outpatient providers In-Network: 96.3%



EXPRESS SCRIPTS®

Southern Costal Health Insurance Fund

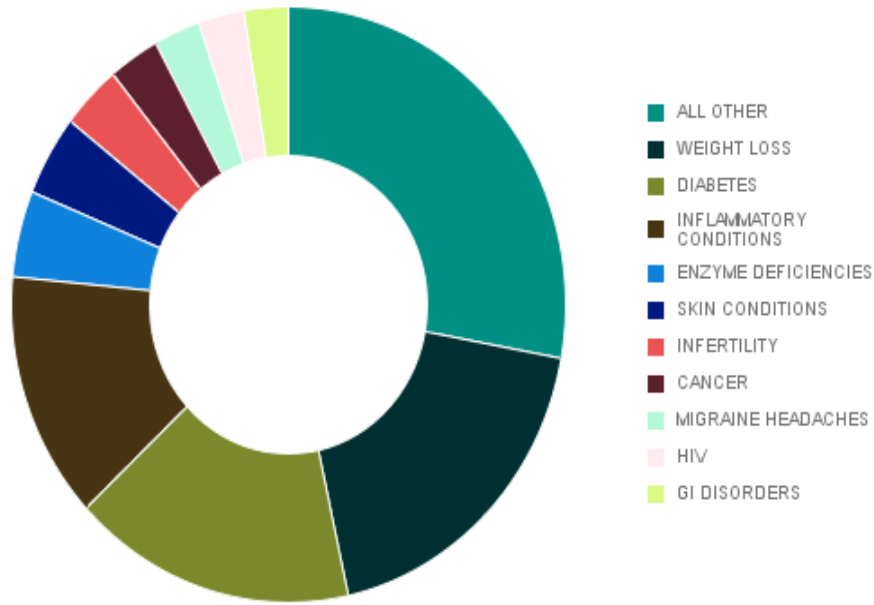
Total Component/Date of Service (Month)	2023 01	2023 02	2023 03	2023 Q1	2023 04	2023 05	2023 06	2023 Q2	2023 07	2023 08	2023 09	2023 Q3	2023 10	2023 11	2023 12	2023 Q4
Membership	2,149	2,148	2,142	2,146	2,130	2,143	2,138	2,137	2,134	2,147	2,219	2,167	2,307	2,303	2,317	2,309
Total Days	78,289	74,810	80,785	233,884	71,974	84,863	76,228	233,065	79,988	84,848	75,857	240,693	84,420	84,287	84,406	253,113
Total Patients	860	828	885	1,273	804	841	819	1,221	851	886	827	1,264	917	974	950	1,418
Total Plan Cost	\$388,091	\$340,465	\$510,856	\$1,239,412	\$390,114	\$439,633	\$344,417	\$1,174,164	\$411,032	\$429,801	\$435,082	\$1,275,915	\$488,559	\$497,799	\$438,414	\$1,424,772
Generic Fill Rate (GFR) - Total	85.6%	85.2%	85.4%	85.4%	84.5%	85.7%	86.9%	85.7%	85.3%	85.7%	84.1%	85.1%	82.0%	83.9%	88.1%	84.7%
Plan Cost PMPM	\$180.59	\$158.50	\$238.50	\$192.49	\$183.15	\$205.15	\$161.09	\$183.15	\$192.61	\$200.19	\$196.07	\$196.29	\$211.77	\$216.15	\$189.22	\$205.68
Total Specialty Plan Cost	\$167,152	\$153,844	\$258,021	\$579,016	\$184,935	\$159,004	\$143,217	\$487,156	\$173,639	\$179,036	\$245,743	\$598,418	\$246,593	\$247,883	\$215,860	\$710,336
Specialty % of Total Specialty Plan Cost	43.1%	45.2%	50.5%	46.7%	47.4%	36.2%	41.6%	41.5%	42.2%	41.7%	56.5%	46.9%	50.5%	49.8%	49.2%	49.9%

Total Component/Date of Service (Month)	2024 01	2024 02	2024 03	2024 Q1	2024 04	2024 05	2024 06	2024 Q2	2024 07	2024 08	2024 09	2024 Q3	2024 10	2024 11	2024 12	2024 Q4
Membership	2,305	2,306	2,311	2,307	2,331	2,351	2,326	2,336	2,605	2,589						
Total Days	85,107	86,806	85,896	257,809	84,674	94,464	84,721	263,859	100,141	95,320						
Total Patients	941	920	973	1,414	891	965	932	1,378	1,033	1,076						
Total Plan Cost	\$437,482	\$389,496	\$458,437	\$1,285,415	\$429,379	\$589,433	\$460,102	\$1,478,914	\$597,209	\$557,980						
Generic Fill Rate (GFR) - Total	87.0%	88.8%	87.2%	87.7%	85.2%	85.1%	83.3%	84.5%	85.1%	82.5%						
Plan Cost PMPM	\$189.80	\$168.91	\$198.37	\$185.70	\$184.20	\$250.72	\$197.81	\$211.03	\$229.26	\$215.52						
% Change Plan Cost PMPM	5.1%	6.6%	-16.8%	-3.5%	0.6%	22.2%	22.8%	15.2%	19.0%	7.7%						
Total Specialty Plan Cost	\$178,342	\$151,982	\$222,746	\$553,070	\$162,052	\$265,760	\$135,401	\$563,212	\$213,556	\$172,920						
Specialty % of Total Specialty Plan Cost	40.8%	39.0%	48.6%	43.0%	37.7%	45.1%	29.4%	38.1%	35.8%	31.0%						

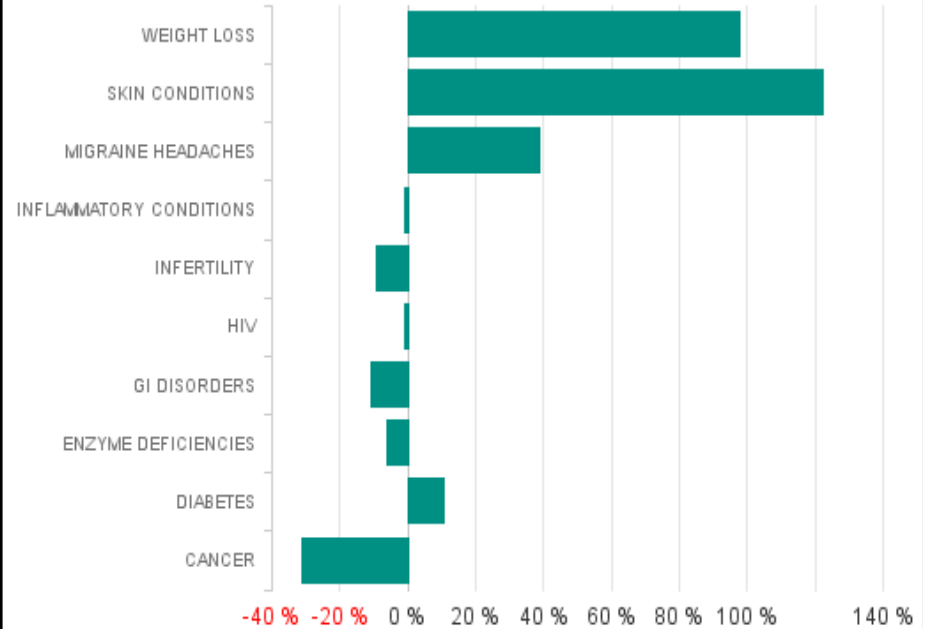
Top Indications

SOUTHERN COASTAL HLTH INS FUND (Current Period 01/2024 - 08/2024 vs. Previous Period 01/2023 - 08/2023) Peer = Government - National Preferred Formulary

Top Indications by Plan Cost



Plan Cost PMPM Trend



			Current Period						Previous Period						Trend
Rank	Peer Rank	Indication	Market Share	Adjusted Rxs	Plan Cost	Plan Cost PMPM	GFR	Peer GFR	Market Share	Adjusted Rxs	Plan Cost	Plan Cost PMPM	GFR	Peer GFR	Plan Cost PMPM
1	4	WEIGHT LOSS	25.9 %	658	\$731,153	\$38.23	2.7 %	5.1 %	15.6 %	310	\$331,278	\$19.34	7.7 %	10.5 %	97.7 %
2	1	DIABETES	22.9 %	1,862	\$646,269	\$33.79	27.7 %	25.8 %	24.6 %	1,671	\$522,362	\$30.49	30.4 %	28.5 %	10.8 %
3	2	INFLAMMATORY CONDITIONS	18.7 %	154	\$527,729	\$27.60	40.9 %	33.8 %	22.5 %	210	\$477,720	\$27.89	54.8 %	39.3 %	-1.0 %
4	9	ENZYME DEFICIENCIES	6.5 %	15	\$183,325	\$9.59	100.0 %	18.5 %	8.2 %	15	\$174,859	\$10.21	100.0 %	14.8 %	-6.1 %
5	5	SKIN CONDITIONS	6.1 %	411	\$171,766	\$8.98	78.8 %	85.5 %	3.3 %	317	\$69,180	\$4.04	87.7 %	88.1 %	122.4 %
6	10	INFERTILITY	4.9 %	64	\$137,675	\$7.20	32.8 %	64.0 %	6.4 %	77	\$135,666	\$7.92	37.7 %	61.4 %	-9.1 %
7	3	CANCER	4.1 %	51	\$116,418	\$6.09	82.4 %	76.0 %	7.1 %	49	\$151,037	\$8.82	79.6 %	77.8 %	-31.0 %
8	6	MIGRAINE HEADACHES	3.8 %	180	\$106,224	\$5.55	47.2 %	52.4 %	3.2 %	135	\$68,667	\$4.01	42.2 %	55.5 %	38.6 %
9	7	HIV	3.7 %	29	\$104,162	\$5.45	0.0 %	21.7 %	4.4 %	28	\$93,970	\$5.49	0.0 %	21.4 %	-0.7 %
10	8	GI DISORDERS	3.6 %	152	\$101,788	\$5.32	67.1 %	56.8 %	4.8 %	137	\$101,949	\$5.95	65.0 %	59.4 %	-10.6 %
Total Top 10				3,576	\$2,826,510	\$147.80	33.1 %	36.9 %		2,949	\$2,126,688	\$124.14	39.1 %	40.5 %	19.1 %

Top Drugs

SOUTHERN COASTAL HLTH INS FUND (Current Period 01/2024 - 08/2024 vs. Previous Period 01/2023 - 08/2023) Peer = Government - National Preferred Formulary

					Current Period				Previous Period				Trend
Rank	Peer Rank	Brand Name	Indication	Specialty Drug	Adjusted Rxs	Patients	Plan Cost	Plan Cost PMPM	Adjusted Rxs	Patients	Plan Cost	Plan Cost PMPM	Plan Cost PMPM
1	11	WEGOVY	WEIGHT LOSS	N	414	95	\$519,247	\$27.15	186	42	\$233,305	\$13.62	99.4 %
2	15	ZEPBOUND	WEIGHT LOSS	N	199	47	\$196,130	\$10.26	NA	NA	NA	NA	NA
3	334	SAPROPTERIN DIHYDROCHL	ENZYM E DEFICIENCIES	Y	15	2	\$183,325	\$9.59	15	2	\$174,859	\$10.21	-6.1 %
4	27	TALTZ AUTOINJECTOR	INFLAMMATORY CONDITIONS	Y	23	3	\$128,325	\$6.71	20	5	\$90,794	\$5.30	26.6 %
5	1	MOUNJARO	DIABETES	N	126	27	\$124,665	\$6.52	68	14	\$62,417	\$3.64	78.9 %
6	2	OZEMPIC	DIABETES	N	139	27	\$123,867	\$6.48	89	18	\$77,922	\$4.55	42.4 %
7	12	DUPIXENT PEN	SKIN CONDITIONS	Y	46	7	\$117,932	\$6.17	17	3	\$41,116	\$2.40	156.9 %
8	185	ALECENSA	CANCER	Y	9	1	\$115,277	\$6.03	10	1	\$140,974	\$8.23	-26.8 %
9	14	SKYRIZI PEN	INFLAMMATORY CONDITIONS	Y	13	2	\$91,274	\$4.77	9	1	\$46,747	\$2.73	74.9 %
10	170	GONAL-F RFF REDI-JECT	INFERTILITY	Y	10	7	\$85,652	\$4.48	9	6	\$79,977	\$4.67	-4.1 %
11	107	ENBREL	INFLAMMATORY CONDITIONS	Y	9	1	\$64,152	\$3.35	9	1	\$61,097	\$3.57	-5.9 %
12	32	BIKTARVY	HIV	N	17	2	\$62,214	\$3.25	10	2	\$34,178	\$2.00	63.1 %
13	18	TRULICITY	DIABETES	N	68	10	\$60,447	\$3.16	78	11	\$65,654	\$3.83	-17.5 %
14	172	COSENTYX SENSOREADY PE	INFLAMMATORY CONDITIONS	Y	11	2	\$56,307	\$2.94	3	1	\$14,352	\$0.84	251.4 %
15	25	ENBREL SURECLICK	INFLAMMATORY CONDITIONS	Y	9	2	\$51,084	\$2.67	13	3	\$63,485	\$3.71	-27.9 %
16	245	OCALIVA	GI DISORDERS	Y	7	1	\$50,641	\$2.65	8	1	\$51,664	\$3.02	-12.2 %
17	64	OMNIPOD 5 G6 PODS (GEN 5)	DIABETES	N	71	10	\$48,418	\$2.53	26	5	\$17,723	\$1.03	144.7 %
18	20	FARXIGA	DIABETES	N	92	15	\$47,657	\$2.49	66	9	\$33,116	\$1.93	28.9 %
19	10	JARDIANCE	DIABETES	N	79	9	\$43,588	\$2.28	67	10	\$35,664	\$2.08	9.5 %
20	6	STELARA	INFLAMMATORY CONDITIONS	Y	6	2	\$42,669	\$2.23	NA	NA	NA	NA	NA
21	29	NURTEC ODT	MIGRAINE HEADACHES	N	29	6	\$41,996	\$2.20	20	4	\$19,287	\$1.13	95.0 %
22	264	MENOPUR	INFERTILITY	Y	5	5	\$26,135	\$1.37	6	4	\$28,844	\$1.68	-18.8 %
23	45	UBRELVY	MIGRAINE HEADACHES	N	20	7	\$25,664	\$1.34	26	11	\$24,874	\$1.45	-7.6 %
24	76	XIFAXAN	GI DISORDERS	N	10	5	\$24,756	\$1.29	6	1	\$17,534	\$1.02	26.5 %
25	35	RYBELSUS	DIABETES	N	28	6	\$24,400	\$1.28	16	4	\$13,421	\$0.78	62.9 %
Total Top 25					1,455		\$2,355,822	\$123.19	777		\$1,429,006	\$83.42	47.7 %



An additional benefit when you need it:

The Special Health Care Needs Benefit from Delta Dental



For 6.5 million people in the U.S. with intellectual or developmental disabilities, oral health care can be inaccessible or overwhelming. Delta Dental is changing that.

Who qualifies for this benefit?

Effective January 1, 2024, your Delta Dental of New Jersey and Connecticut group benefits plan* will include an enhanced benefit for covered members (children and adults) with a qualifying special health care need.

What is included?

- Additional dental examinations and/or consultations that can be beneficial prior to treatment to help patients learn what to expect and what is needed for a successful dental appointment.
- Up to four total dental cleanings in a benefit year.
- Treatment delivery modifications (including anesthesia) necessary for dental staff to provide oral health care for patients with sensory sensitivities, behavioral challenges, severe anxiety, or other barriers to treatment.

How do I/my spouse/my dependent use this benefit?

- Members with a qualifying special health care need should let their dentist know that their group Delta Dental plan includes the Special Health Care Needs Benefit and that they have a qualifying special health care need.
- To help your dentist better understand the benefit and how to bill Delta Dental for services provided, we suggest you or your provider download (or scan the below QR code) the **Provider Focused Special Health Care Needs** flyer.



Download the **Provider Focused Special Health Care Needs** flyer or scan this QR code.

Questions?

Please call the Delta Dental Customer Service Department at **800-452-9310**.

*Does not apply to Flagship, DeltaCare® USA, or Individual and Family Plans.

What are special health care needs?

As defined by the American Academy of Pediatric Dentistry, special health care needs include any physical, developmental, mental, sensory, behavioral, cognitive, or emotional impairment or limiting condition that requires medical management, health care intervention, and/or use of specialized services or programs. The condition may impact people of any age, may be congenital, developmental, or acquired through disease, trauma or environmental cause, and may impose limitations in performing daily self-maintenance activities or substantial limitations in a major life activity.



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Delta Dental of New Jersey
Delta Dental of Connecticut
7-2023

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
CONSENT AGENDA
October 28, 2024**

The following Resolutions listed on the Consent Agenda will be enacted in one motion. Copies of all Resolutions are available to any person upon request. Any Commissioner wishing to remove any Resolution(s) to be voted upon, may do so at this time, and said Resolution(s) will be moved and voted separately.

Motion _____ **Second** _____

Resolution 28-24: 2025 Budget Adoption **Page 41**
Resolution 29-24: QPA 2024 Contract Extension **Page 42**
Resolution 30-24: New Membership **Page 43**
Resolution 31-24: Approval of the October 2024 Bills List **Page 44**

RESOLUTION NO. 28-24

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
ADOPTION OF THE 2025 INTRODUCED BUDGET**

WHEREAS, The Southern Coastal Regional Benefits Fund is required under State regulation to adopt an annual budget in accordance with the Fiscal Affairs Law; and

WHEREAS, a quorum of the Executive Committee met on September 28, 2024 in Public Session to introduce the proposed budget for the 2025 Fund Year; and

WHEREAS, the Executive Committee met on October 28, 2024 in Public Session to adopt the proposed budget and for the 2025 Fund Year; and

WHEREAS, that a public hearing to adopt the 2025 budget was held on October 28, 2024 at 12:00 pm

NOW THEREFORE BE IT RESOLVED that the Executive Committee of the Southern Coastal Regional Benefits Fund hereby adopt the 2025 budget in the amount of **\$166,242,303**.

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

ADOPTED: October 28, 2024

BY: _____
CHAIRPERSON

ATTEST:

SECRETARY

RESOLUTION NO. 29-24

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
RESOLUTION APPOINTING A QUALIFIED PURCHASING AGENT FOR CONTRACT
PROCUREMENT FOR THE BALANCE OF FUND YEAR 2024**

WHEREAS the Southern Coastal Regional Employee Benefits Fund (“Fund”) has determined that there exists a need to contract with a Qualified Purchasing Agent (“QPA”) as a non-fair and open contract pursuant to the provisions of NJSA 19:44A-20.4-20.5; and

WHEREAS the QPA position will not exceed the bidding threshold of \$17,500; and

WHEREAS the anticipated term of this contract will terminate on December 31, 2024;

WHEREAS requests for quotes were sent to multiple known QPAs and one response was received;

WHEREAS The Canning Group has completed and submitted a Business Entity Disclosure Certification which certifies The Canning Group has not made any reportable contributions to a political or candidate committee in the previous one year, and that the contract will prohibit The Canning Group from making any reportable contributions through the term of the contract; and

WHEREAS the Fund Treasurer hereby certifies that funds are available in the amount of \$2,000 for the QPA services in the Fund’s 2024 Budget;

NOW THEREFORE BE IT RESOLVED that the Southern Coastal Regional Employee Benefits Fund hereby appoints The Canning Group, 45 S Park Place 183 Morristown, NJ 07960 as Qualified Purchasing Agent for the balance of Fund Year 2024; and

BE IT FURTHER RESOLVED that the Business Entity Disclosure Certification and the Determination of Value be placed on file with this resolution; and

BE IT FURTHER RESOLVED that notification of this contract award shall be published in the Asbury Park Press, as required by law.

ADOPTED: OCTOBER 28, 2024

BY: _____
CHAIRPERSON

ATTEST:

SECRETARY

RESOLUTION NO. 30-24

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
RESOLUTION TO OFFER MEMBERSHIP**

WHEREAS, the Southern Coastal Regional Employee Benefits Fund (hereinafter the Fund) is duly constituted as a joint insurance fund and is subject to certain requirements of the Local Public Contracts Law; and;

WHEREAS, the Fund held a Public Meeting on **October 28, 2024** for the purposes of conducting the official business of the Fund; and

WHEREAS, the Executive Director and Actuary of the Fund has reviewed the risk, underwriting detail, and actuarial projections for the Borough of Longport and offers of membership; and

WHEREAS, the Executive Committee has reviewed the following new member submission and has approved membership to the entity contingent upon a fully executed Indemnity and Trust agreement to join the Fund

Borough of Longport - Effective 12/01/2024

BE IT RESOLVED, it has been determined that the admission to membership in the Fund of the Borough of Longport as a standard member which would be in the best interests of the Fund and the inclusion of the entities in the Fund is consistent with the Fund's By-laws;

BE IT RESOLVED, that the Southern Coastal Regional Benefits Fund hereby offers membership to the above mentioned entity's for medical coverage, contingent upon receipt acceptance of the conditions stated above.

ADOPTED: October 28, 2024

BY: _____
CHAIRPERSON

ATTEST: _____
SECRETARY

RESOLUTION NO. 31-24

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
APPROVAL OF THE OCTOBER 2024 BILLS LISTS**

WHEREAS, the **Southern Coastal Regional Employee Benefits Fund** held a Public Meeting on **October 28, 2024** for the purposes of conducting the official business of the Fund; and

WHEREAS, The Treasurer for the Fund presented bills lists to satisfy outstanding costs incurred for operating the Fund during the months of October 2024 for consideration and approval of the Executive Committee; and

WHEREAS, a quorum of the Executive Committee was present thereby conforming with the By-laws of the Fund to conduct official business of the Fund,

NOW THEREFORE BE IT RESOLVED the Commissioners of the Executive Committee of the **Southern Coastal Regional Employee Benefits Fund** hereby approve the Bills List for October 2024 prepared by the Treasurer of the Fund and duly authorize and concur said bills to be paid expeditiously, in accordance with the laws and regulations promulgated by the State of New Jersey for Municipal Health Insurance Funds.

ADOPTED: OCTOBER 28, 2024

BY: _____
CHAIRPERSON

ATTEST:

SECRETARY

APPENDIX I

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
OPEN MINUTES
SEPTEMBER 23, 2024**

THE GREENVIEW INN AT EASTLYN GOLF COURSE, VINELAND NJ

12:30 PM

Meeting of Executive Committee called to order by Executive Director, Open Public Meetings notice read into record.

PLEDGE OF ALLEGIANCE

ROLL CALL OF THE 2024 EXECUTIVE COMMITTEE

Richard Davidson	Chair	Present
Nicole Albanese	Secretary	Absent
Jerry Velazquez	Executive Committee	Absent
Megan Duffield	Executive Committee	Present
Laurie Ryan	Executive Committee	Absent
Scott Musterel	Executive Committee	Present
Mark Mallet	Executive Committee	Present
Frank Badessa	Executive Committee Alternate	Present
Donna Phillips	Executive Committee Alternate	Absent
Chris Destratis	Executive Committee Alternate	Present

PRESENT FUND PROFESSIONALS:

FUND ADMINISTRATOR: **PERMA Risk Management**
 Brandon Lodics
 Emily Koval
 Jordyn Robinson

FUND AUDITOR: **Dennis Skalkowski**

FUND ATTORNEY: **John Carlton**

PROGRAM MANAGER: **Shared Health Alliance**
 Rich Allen

FUND TREASURER: **Lorraine Verrill**

AETNA: **Jason Silverstein**

AMERIHEALTH: **Kristina Strain**
 Tyler Jackson

EXPRESS SCRIPTS:

Hiteksha Patel

DELTA DENTAL:

Crista O' Donnell

ALSO PRESENT:

Name	Firm/Entity
Gerald Cowen	Allen Associates
Bob Allen	Allen Associates
Corey Allen	Allen Associates
Lew Thompson	Allen Associates
Courtney Adamonis	Allen Associates
Dina Murray	Allen Associates
Susan Dortu	Allen Associates
Tony Trongone	Allen Associates
Alicia Spataro	Guardian Nurses
Paula Spector	Guardian Nurses
Sara Fiske	Guardian Nurses
Scott Davenport	Conner Strong & Buckelew
Joe Madera	Hardenburgh Ins. Group
Dennis Zakroff	Cumberland County Charter
Tracy Marinaro	Penns Grove
Tim Kelley	Ocean City BOE

APPROVAL OF MINUTES: July 22, 2024- Open

MOTION TO APPROVE OPEN MINUTES OF JULY 22, 2024

Moved: Commissioner Duffield
 Second: Commissioner Musterel
 Vote: Unanimous

CORRESPONDENCE - None.

EXECUTIVE DIRECTOR'S REPORT

FAST TRACK FINANCIAL REPORT - Mrs. Koval stated that the financials for July are showing a surplus gain of a little over \$40,000 with a statutory surplus overall of about 5.4 Million.

2025 SOUTHERN COASTAL BUDGET - INTRODUCTION - Mrs. Koval stated that the 2025 proposed budget and proposed assessments are on located in the agenda. A 2025 budget presentation is included for all participants to have a copy. She stated that the Finance Committee also reviewed the presentation and are recommending introduction, as presented.

Mrs. Koval stated that the overall budget is increasing by 9.20%. The medical claims are increasing 9.12%, Rx claims are increasing by 17.3%, and dental claims are increasing 1.78%. There is a projected 20% increase for the MRHIF until their budget is passed later on, a 24.86% in Medicare Advantage and a 3% increase in expenses.

When looking at the assessments, Medical 9.5%, Rx 18.5%, dental will stay flat, Vision will increase 1% and Aetna Medical Advantage will increase 25%.

Mrs. Koval stated that there are a few outlying members who are high and some are low due to the loss ratios by member. Mrs. Koval explained the EHP/GSP plan adjustments - there is a lesser increase for EHP plans to encourage participation. She stated that Members with self injectables in medical have higher increases and it effects a handful of members.

Mrs. Koval stated that Vineland BOEs agreement when they came into the fund, they will receive a -1% loss ratio adjustment. She stated that the 5 year history of the Coastal fund is 6.13% which does not consider the dividends that were built into the budgets. She stated that this is worth noting when in comparison to the state health benefits plan. Mrs. Koval stated that the 2025 budget development shows a 9.20% change.

MRHIF renewal is open until they introduce next week, there is a 20% projected hold in the budget for that.

Mr Chair opened the floor to any questions.

Committee can Approve the budget and adopt on October 28, 2024, allowing for Open Enrollment to occur anytime thereafter. Rate reports will be sent out.

Motion to Approve Resolution 26-24 to introduce the 2025 Southern Coastal Regional Employee Benefits Fund Budget in the amount of \$168,344,471 and to advertise a public hearing of the budget adoption on October 28, 2024.

Moved: Commissioner Musterel
Second: Commissioner Duffield
Vote: 6 Ayes, 0 Nays

DIVIDEND - Mrs. Koval stated at this time, the Finance Committee will not be recommending a Fund dividend. The Committee will reevaluate.

2025 PROFESSIONAL/CONSULTANT RFPs - Mrs. Koval stated that the Fund QPA contract is currently at MRHIF level. For the issuance of the Professional and EUS RFPs listed below, the contract should be direct between the QPA and the Fund. We would expect this cost for each year to below the threshold and can be procured through a bid process. Also, at the recommendation of the MRHIF QPA and Fund Attorney, it is best practice that moving forward the Program Manager and Executive Director RFPs be opened and reviewed with the Contracts Committee by the Fund Attorney.

MOTION: *Motion to allow the Contracts Committee to issue a bid request for Qualified Purchasing Agent for the Southern Coastal Regional Employee Benefits Fund for the remainder of 2024.*

Moved: Commissioner Musterel
Second: Commissioner Duffield
Vote: 6 Ayes, 0 Nays

MEDICARE ADVANTAGE - RFP - Mrs. Koval the Committee approved the release of this RFP through the Cooperative earlier this year. We are recommending that each Fund RFP individually instead.

We expect to have it out very shortly with results prior to budget adoption.

INDEMNITY AND TRUST AGREEMENTS - Executive Director stated there are a handful of outstanding indemnity and trust agreements outstanding and to please review to get these updated.

PROGRAM MANAGER REPORT

Program Manager Mr. Allen reviewed the prospects below.

City of Margate <ul style="list-style-type: none"> • Sold - eff 7.1.24 - Implementation complete 	Longport, Boro of <ul style="list-style-type: none"> • Favorable proposal presented; Resolution to join HIF on the Boro's 9/18/2024 Agenda
City of Vineland <ul style="list-style-type: none"> • Pending Claims medical 	Somers Point, City of <ul style="list-style-type: none"> • Claims received, with UW for review
Cape May, City of <ul style="list-style-type: none"> • Favorable proposal presented 	Lower, Twp of <ul style="list-style-type: none"> • Pending proposal from UW
Galloway, Twp of <ul style="list-style-type: none"> • DTQ due to unfavorable claims 	Linwood, City of <ul style="list-style-type: none"> • DTQ due to unfavorable claims
Middle Township (muni) <ul style="list-style-type: none"> • Claims received, with UW for review 	

In response to Mr. Davidson, we typically do not allow groups back into the fund until about 3 years.

Mrs. Dortu reviewed a few house keeping items including enrollment changes past the 60 days policy. She is asking each entity to double check their bills as this will stop the mistakes. She stated that open enrollment is Oct 28 - Nov 8. She stated that the notice of credible coverage was sent out by ESI so a reminder to do those.

WELLNESS UPDATE:

Mr. Corey Allen stated that the deadlines for 2024-2025 wellness applications have now passed. This year, **we received 14 submissions, almost half of all groups.** However, there is still \$41,109 available for wellness initiatives. It's worth noting that two groups could have accounted for an additional \$27,500 of this remainder but faced last-minute approval issues. This indicates that we are once again nearing the limit of available funds, which is a positive sign. **Groups that did not apply this spring are encouraged to start preparing applications for 2025, with a submission deadline of 11/30/24.** Direct any questions or concerns about the Wellness Program to corey@shanj.com.

NEW FINDINGS SHOWS STRONG CORRELATION BETWEEN WELLNESS & MEDICAL LOSS RATIO:

We analyzed the Medical L/R of groups active in the wellness program from 2021 to 2023 and found the following:

Groups that applied in 2022-2023:	Groups that <u>did not</u> apply in 2022-2023:	Groups that applied between 2021-2023: *	Groups <u>not</u> consistent between 2021-2023:	Groups w/ over 20% Advanta participation:
87%	111%	93%	119%	82%

*had to apply for at least 2 years

- There is a 24% difference between groups that applied in 2022-2023 and those that did not.
- There is a 26% difference between groups that applied consistently over three years versus those that did not.

GUARDIAN NURSES - They reviewed the report that was included in the agenda.

Also attached is the most recent Guardian Nurses newsletter "*The Flame*"

TREASURER - Deputy Treasurer reviewed the August bills list and treasurers report through July, which includes the summary of cash transactions, summary of cash and investments, as well as the reconciliation of claims payments and recoveries. She stated that 5.5% for the rates which are dropping.

FUND ATTORNEY- No report.

AETNA - Mr. Silverstein reviewed the claims for June and July 2024. He stated there were six high claimants for the month of June and five for the month of July. The dashboard metrics continue to perform very well. Mr. Davidson commended Aetna on their response time included in the dashboard metrics.

AMERIHEALTH ADMINISTRATORS - Ms. Strain reviewed the claims for August 2024. She noted there were three high claimants for the month of August and the dashboard metrics show that the customer service metrics continue to trend well. Mr. Davidson stated the same comments for AmeriHealth response time in the dashboard metrics.

EXPRESS SCRIPTS - Ms. Patel reviewed the report included in the agenda which is utilization through July 2024.

DELTA DENTAL - Absent.

CONSENT AGENDA

MOTION TO APPROVE THE CONSENT AGENDA AS DISCUSSED:

Resolution 27-24: August and September 2024 Bills List

MOTION: Commissioner Duffield
SECOND: Commissioner Musterele

VOTE:

Roll Call - 6 Ayes, 0 Nays

OLD BUSINESS: None.

NEW BUSINESS: Mr. Davidson stated that we should review the bylaws since the last time it was amended it was in 2015.

PUBLIC COMMENT: None

MOTION TO ADJOURN:

MOTION:	Commissioner Duffield
SECOND:	Commissioner Musterel
VOTE:	Unanimous

MEETING ADJOURNED: 1:22 pm

NEXT MEETING: October 28, 2024
12:30 PM, The Greenview Inn at Eastlyn Golf Course Vineland, NJ

APPENDIX II

Coastal Financial Committee Meeting
October 9, 2024 2:30 PM
Zoom Meeting

Scott Musterel, Executive Committee

Jerry Velazquez, Executive Committee

Richard Davidson, Executive Committee

Richard Allen, Allen Associates

Rick Alessandrini, Allen Associates

Susan Dortu, Allen Associates

Courtney Adamonis, Allen Associates

Corey Allen, Allen Associates

Gerry Cowan, Allen Associates

Emily Koval, PERMA

Caitlin Perkins, PERMA

Ms. Koval opened the meeting by thanking everyone for joining. She reviewed the updated budget overview that shows some changes based on the budget that has been introduced due to various factors of MRHIF approval and assessments. Ms. Koval mentioned that at the last meeting, a loss ratio discussion occurred for those groups that were outliers. She highlighted that there were five members that were considered outliers. With this new calculation, the overall budget had some differences and ended up a slight reduction than the budget introduced. Ms. Koval highlighted the medical claims line and the MRHIF line, noting both decreased. She stated the Medicare Advantage RFP is still out on the street and hoping there will still be a decrease but may not be available before adoption.

Mr. Allen noted the loss of surplus in August and September months, which Commissioner Musterel responded the surplus for August and September may be due to the increase of the utilization over the summer, which Mr. Allen agreed the summer utilization increase is a typical trend. He noted he wanted to consider having additional funds for the rate stabilization line. Ms. Dortu questioned what amount it would be increased by and Commissioner Davidson questioned if it was possible to add additional funds in the rate stabilization line in the middle of the year. Ms. Koval responded that it is possible but would have to follow through the state procurement process, which she believes is a three-step process. The commissioners discussed and came to an agreement of \$500,000 to be added to the rate stabilization line. A discussion occurred about the current surplus for 2024, highlighting the MRHIF reimbursements. Gerry Cowan commented that there are MRHIF claims that have not been approved yet but in 2024, there was a strengthening of reserves, so the loss is part claims loss and part strengthening the INBR (incurred but not reported) claims.

Ms. Koval presented the assessments of the groups, noting there is an option to apply the loss ratios for groups, stating there are entities experiencing a reduction in their loss ratio who has a larger population, which is impacting the rates. Ms. Koval stated there was a loss ratio reassessment of a +/-2.5% with the outliers of Loss ratios over 110% or below 75%, helping reduce the overall claims. She also noted the that the EHP plans were running over budget and suggested incentivizing the EHP members by rate application for medical design on these plans based on performance. Ms. Koval reviewed the self-injectable medications that have been covered under a special pharmacy plan, noting that an additional assessment was appropriately applied based on the demand of these medications. The committee members

agreed that these adjustments that Ms. Koval presented today should be recommended. Ms. Koval noted that she will adjust the budget and send to financial committee for review prior to the October Coastal Meeting.

APPENDIX III



IMPORTANT!
Your 2025 Benefit
Payment Coupons Are
Delayed

RE: 2025 WEX Payment Coupon Book

Please be aware your 2025 payment coupon book will be delayed and will arrive after your January payment is due.

In order to maintain your coverage, you and your eligible dependents should continue to pay the 2024 payment for all applicable lines of coverage you receive through the Health Insurance Fund each month until your 2025 payment coupons arrive.

Shortly after you receive the 2025 payment coupon book, you will receive a reconciliation of your 2025 premium balance/credit. Upon receipt, please update your future payment amounts and include any owed balance.

If your monthly benefits are paid automatically (ACH), the 2024 payment may be deducted until the 2025 rate is available. When the new rate is available, the next ACH debit will include the new 2025 rate and the under/over payment from the prior month(s).

For Example: The 2024 Medical rate is \$50; the 2025, Medical rate is \$60

January Payment: \$50

February Payment: \$60 + \$10 = \$70

March Payment: \$60

NOTE: Your coverage will not be impacted!

If you have any questions about your 2025 payment coupons, please reach out to WEX at 877-837-5017.

Sincerely,

The Executive Director's Office



IMPORTANT!
Your 2025 Benefit
Payment Coupons Are
Delayed

**RE: Medicare Advantage Prescription Drug (MAPD) Plan Updates
2025 Inflation Reduction Act (IRA) Update**

Effective January 1, 2025, the Centers for Medicare & Medicaid Services (CMS) has approved changes to the Inflation Reduction Act (IRA), including enhancements and changes to Part D plans. Increases to benefits and member protections represent the largest changes in the Part D program since its inception. In addition, reductions in funding from CMS may result in premium increases to your Medicare Advantage Prescription Drug (MAPD) plan effective January 1, 2025. The change in the IRA reduces your member cost share, shifting more claim liability to the plan.

You will receive an annual notice relating to your MAPD plan from your carrier. The information will include your Summary of Benefits. Please review and contact your carrier with any benefit questions, using the telephone number on your ID card.

Note: There will not be a change to the benefits included in your current MAPD plan

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