



AGENDA & REPORTS

SEPTEMBER 22, 2025

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: SEPTEMBER 22, 2025
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 2025 EXECUTIVE COMMITTEE

Richard Davidson, Chair

Pasquale Yacovelli, 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

Dennis Zakroff, Executive Committee Alternate

Kevin Smaniotto, Executive Committee Alternate

APPROVAL OF MINUTES: July 28, 2025..... Appendix I

CORRESPONDENCE

PUBLIC COMMENT – *Agenda Items Only*

REPORTS:

EXECUTIVE DIRECTOR (PERMA)

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PROGRAM MANAGER– (Shared Health Alliance)

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GUARDIAN NURSES

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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

NETWORK & THIRD PARTY ADMINISTRATOR – (Aetna)

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NETWORK & THIRD PARTY ADMINISTRATOR – (AmeriHealth)

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PRESCRIPTION ADMINISTRATOR – (Express Scripts)

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Resolution 28-25: Approval of August and September Bills listPage 44

OLD BUSINESS

NEW BUSINESS

PUBLIC COMMENT

MEETING ADJOURNED

**Southern Coastal Regional Employee Benefits Fund
Executive Director's Report
September 22, 2025**

FINANCES & CONTRACTS

PRO FORMA REPORTS

- **Fast Track Financial Reports** – as of June and July 31 2025 (page 3)
 - **Historical Income Statement**
 - **Consolidated Balance Sheet**
 - **Indices and Ratios Report**
 - **Budget Status Report**

2026 COASTAL HIF BUDGET – INTRODUCTION

The 2026 proposed budget is located on page 9 of this report. A 2026 budget presentation is included as an attachment to the agenda which will be reviewed at the meeting.

The Finance Committee also reviewed the presentation and are recommending introduction, as presented. If deemed appropriate, the Committee can introduce the budget and adopt on October 27, 2025, allowing for Open Enrollment to occur anytime thereafter. Rate reports will be sent in the beginning of October.

Resolution: 26-25 is in the Consent Agenda or can be moved separately.

Motion: *Motion to introduce the 2026 Southern Coastal Regional Employee Benefits Fund Budget in the amount of \$191,230,316 and to advertise a public hearing of the budget adoption on October 27, 2025.*

LOCKBOX PRICING

The Treasurer has received pricing for the implementation of a lockbox service for the Southern Coastal Regional Employee Benefits Fund. The proposed cost of \$2,100 per year (approximately \$175 per month) is deemed reasonable given the size and volume of transactions managed by the Coastal HIF. In light of the increase in mail fraud, the lockbox will help protect our member's checks from being altered or stolen. Upon approval of the cost, the Treasurer will initiate the set up. When complete, PERMA will release the new address and reach out to members to ensure a smooth transition.

Motion: *Motion to approve the annual cost of \$2,100 for the implementation of a lockbox service for the Southern Coastal Regional Employee Benefits Fund*

NO SURPRISES ACT LEGISLATIVE LETTERS

With the collaboration of PERMA and the Fund Chairs across the State, letters have been sent to the NJ congressional representatives. Enclosed is a template of the letter that our Chair signed. For Coastal, the letters were sent to Representative Van Drew

MRHIF UPDATE

The MRHIF met on September 19, 2025 primarily to introduce its 2026 budget. A verbal report will be provided at the meeting.

EXECUTIVE SESSION

Resolution 27-25 is included in the Consent Agenda to go into closed session to discuss procurements and contracts.

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND						
FINANCIAL FAST TRACK REPORT						
		AS OF	June 30, 2025			
		THIS MONTH	YTD CHANGE	PRIOR YEAR END	FUND BALANCE	
1.	UNDERWRITING INCOME	13,630,186	81,988,498	926,259,102	1,008,247,600	
2.	CLAIM EXPENSES					
	Paid Claims	12,823,922	74,762,819	808,940,023	883,702,841	
	IBNR	(243,791)	1,367,816	14,762,045	16,129,861	
	Less Specific Excess	(676,105)	(1,821,794)	(24,919,514)	(26,741,308)	
	Less Aggregate Excess	-	-	-	-	
TOTAL CLAIMS		11,904,026	74,308,840	798,782,554	873,091,394	
3.	EXPENSES					
	MA & HMO Premiums	62,256	378,616	3,067,771	3,446,387	
	Excess Premiums	485,534	2,912,296	28,608,542	31,520,838	
	Administrative	1,070,052	6,491,492	81,998,074	88,489,567	
TOTAL EXPENSES		1,617,843	9,782,404	113,674,388	123,456,792	
4.	UNDERWRITING PROFIT/(LOSS) (1-2-3)	108,317	(2,102,747)	13,802,161	11,699,415	
5.	INVESTMENT INCOME	62,849	374,221	4,038,432	4,412,654	
6.	DIVIDEND INCOME	-	-	3,105,977	3,105,977	
7.	STATUTORY PROFIT/(LOSS) (4+5+6)	171,166	(1,728,525)	20,946,570	19,218,045	
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)		171,166	(1,728,525)	2,593,032	864,507	
SURPLUS (DEFICITS) BY FUND YEAR						
Closed		Surplus	(165,567)	(425,569)	6,217,982	5,792,413
		Cash	(137,055)	(12,919)	17,074,445	17,061,527
2024		Surplus	(365,218)	2,154,673	(3,624,950)	(1,470,277)
		Cash	(696,794)	(7,960,624)	7,178,623	(782,000)
2025		Surplus	701,950	(3,457,629)		(3,457,629)
		Cash	(3,195,374)	7,434,475		7,434,475
TOTAL SURPLUS (DEFICITS)		171,166	(1,728,525)	2,593,032	864,507	
TOTAL CASH		(4,029,223)	(539,068)	24,253,069	23,714,001	
CLAIM ANALYSIS BY FUND YEAR						
TOTAL CLOSED YEAR CLAIMS		191,225	588,434	661,104,935	661,693,369	
FUND YEAR 2024						
	Paid Claims	979,060	12,490,918	125,570,897	138,061,814	
	IBNR	(590,482)	(13,433,461)	14,762,045	1,328,584	
	Less Specific Excess	-	(1,137,698)	(2,655,323)	(3,793,021)	
	Less Aggregate Excess	-	-	-	-	
TOTAL FY 2024 CLAIMS		388,578	(2,080,242)	137,677,619	135,597,377	
FUND YEAR 2025						
	Paid Claims	11,653,637	61,675,476		61,675,476	
	IBNR	346,691	14,801,277		14,801,277	
	Less Specific Excess	(676,105)	(676,105)		(676,105)	
	Less Aggregate Excess	-	-		-	
TOTAL FY 2025 CLAIMS		11,324,223	75,800,648		75,800,648	
COMBINED TOTAL CLAIMS		11,904,026	74,308,840	798,782,554	873,091,394	
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						
FINANCIAL FAST TRACK REPORT						
			AS OF	July 31, 2025		
			THIS	YTD	PRIOR	FUND
			MONTH	CHANGE	YEAR END	BALANCE
1.	UNDERWRITING INCOME		13,861,527	95,850,025	926,259,102	1,022,109,128
2.	CLAIM EXPENSES					
	Paid Claims		14,772,872	89,535,691	808,940,023	898,475,714
	IBNR		(135,709)	1,232,107	14,762,045	15,994,152
	Less Specific Excess		(354,787)	(2,176,581)	(24,919,514)	(27,096,095)
	Less Aggregate Excess		-	-	-	-
TOTAL CLAIMS			14,282,376	88,591,217	798,782,554	887,373,770
3.	EXPENSES					
	MA & HMO Premiums		65,587	444,203	3,067,771	3,511,974
	Excess Premiums		480,458	3,392,753	28,608,542	32,001,295
	Administrative		878,474	7,369,967	81,998,074	89,368,041
TOTAL EXPENSES			1,424,519	11,206,923	113,674,388	124,881,310
4.	UNDERWRITING PROFIT/(LOSS) (1-2-3)		(1,845,368)	(3,948,114)	13,802,161	9,854,047
5.	INVESTMENT INCOME		48,537	422,758	4,038,432	4,461,190
6.	DIVIDEND INCOME		1,285,285	1,285,285	3,105,977	4,391,262
7.	STATUTORY PROFIT/(LOSS) (4+5+6)		(511,546)	(2,240,071)	20,946,570	18,706,499
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)			(511,546)	(2,240,071)	2,593,032	352,961
SURPLUS (DEFICITS) BY FUND YEAR						
Closed		Surplus	1,321,767	896,198	6,217,982	7,114,180
		Cash	2,158,460	2,145,542	17,074,445	19,219,987
2024		Surplus	189,910	2,344,584	(3,624,950)	(1,280,366)
		Cash	252,010	(7,708,614)	7,178,623	(529,991)
2025		Surplus	(2,023,224)	(5,480,853)		(5,480,853)
		Cash	(2,643,170)	4,791,305		4,791,305
TOTAL SURPLUS (DEFICITS)			(511,546)	(2,240,071)	2,593,032	352,961
TOTAL CASH			(232,700)	(771,767)	24,253,069	23,481,301
CLAIM ANALYSIS BY FUND YEAR						
TOTAL CLOSED YEAR CLAIMS			(22,956)	565,477	661,104,935	661,670,412
FUND YEAR 2024						
	Paid Claims		580,903	13,071,820	125,570,897	138,642,717
	IBNR		(442,861)	(13,876,322)	14,762,045	885,723
	Less Specific Excess		-	(1,137,698)	(2,655,323)	(3,793,021)
	Less Aggregate Excess		-	-	-	-
TOTAL FY 2024 CLAIMS			138,042	(1,942,200)	137,677,619	135,735,419
FUND YEAR 2025						
	Paid Claims		14,214,926	75,890,402		75,890,402
	IBNR		307,152	15,108,429		15,108,429
	Less Specific Excess		(354,787)	(1,030,892)		(1,030,892)
	Less Aggregate Excess		-	-		-
TOTAL FY 2025 CLAIMS			14,167,291	89,967,939		89,967,939
COMBINED TOTAL CLAIMS			14,282,376	88,591,217	798,782,554	887,373,771

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 JULY 31, 2025

BY FUND YEAR

	COASTAL 2025	COASTAL 2024	CLOSED YEAR	FUND BALANCE
ASSETS				
Cash & Cash Equivalents	4,791,305	(529,991)	19,219,987	23,481,301
Assessments Receivable (Prepaid)	3,211,937	267,931	-	3,479,868
Interest Receivable	-	-	47	47
Specific Excess Receivable	1,030,892	9,892	4,795	1,045,579
Aggregate Excess Receivable	-	-	-	-
Dividend Receivable	-	-	-	-
Prepaid Admin Fees	5,243	-	-	5,243
Other Assets	929,471	-	-	929,471
Total Assets	9,968,849	(252,168)	19,224,829	28,941,510
LIABILITIES				
Accounts Payable	-	-	-	-
IBNR Reserve	15,108,429	885,723	-	15,994,152
A4 Retiree Surcharge	206,976	-	-	206,976
Dividends Payable	-	-	-	-
Retained Dividends	-	-	12,035,136	12,035,136
Accrued/Other Liabilities	134,297	142,475	75,513	352,285
Total Liabilities	15,449,702	1,028,198	12,110,649	28,588,549
EQUITY				
Surplus / (Deficit)	(5,480,853)	(1,280,366)	7,114,180	352,961
Total Equity	(5,480,853)	(1,280,366)	7,114,180	352,961
Total Liabilities & Equity	9,968,849	(252,168)	19,224,829	28,941,510
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						
2025 Budget Report						
AS OF JULY 31, 2025						
				Cumulative	\$ Variance	% Variance
Expected Losses	Cumulative	Annual	Latest Filed	Expensed		
Medical Aetna 1/1 Renewal	36,308,565	61,795,506	65,316,262			
Medical Aetna 7/1 Renewals	23,427,832	40,935,286	44,533,655			
Medical AmeriHealth 1/1 Renewal	14,300,348	24,400,168	21,524,593			
Medical AmeriHealth 7/1 Renewal	7,048,251	11,936,087	11,698,108			
Subtotal Medical	81,084,996	139,067,047	143,072,618	86,438,923	(5,336,115)	-7%
Prescription Claims 1/1 Renewals	1,228,096	2,079,135	2,131,948			
Prescription Claims 7/1 Renewals	1,723,675	3,093,871	3,427,005			
Less Formulary Rebates	(944,565)	(1,655,360)	(1,778,865)			
Subtotal Prescription	2,007,206	3,517,646	3,780,088	3,461,358	(1,454,152)	-72%
Dental Claims 1/1 Renewals	7,450	12,957	12,645			
Dental Claims 7/1 Renewals	56,233	71,130	102,236			
Subtotal Dental	63,683	84,087	114,881	67,658	(3,975)	-6%
Vision Claims 1/1 Renewals	0	0	0			
Vision Claims 7/1 Renewals	17,812	17,812	41,203			
Subtotal Vision	17,812	17,812	41,203	Included in Medical		
Subtotal Claims	83,173,697	142,686,592	147,008,790	89,967,939	(6,794,242)	-8%
Rate Stabilization	935,129	1,603,079	1,500,000	0	935,129	100%
DMO Premiums	0	0	0	262	(262)	#DIV/0!
Medicare Advantage	440,764	803,886	693,480	443,941	(3,176)	-1%
Reinsurance						
Specific	3,388,586	5,778,902	5,756,398			
Subtotal Reinsurance	3,388,586	5,778,902	5,756,398	3,392,753	(4,167)	0%
Total Loss Fund	87,938,177	150,872,459	154,958,668	93,804,895	(5,866,719)	-7%
Expenses						
Legal	15,476	26,530	26,530	15,476	(0)	0%
Treasurer	12,069	20,690	20,451	12,050	19	0%
Executive Director	985,315	1,682,100	1,672,434	986,814	(1,498)	0%
Program Manager	1,875,964	3,202,587	2,983,415	1,878,817	(2,853)	0%
Brokerage	1,471,917	2,492,735	2,496,329	1,471,917	-	0%
TPA - Med Aetna	1,150,765	1,968,443	2,041,618	Included below in Med AmerihealthAdmin		
TPA - Med AmeriHealth Admin	397,835	672,317	722,485	1,551,635	(1,900)	0%
Guardian Nurses	417,226	711,539	708,768	413,625	3,602	0%
TPA - Dental	4,224	5,894	7,400	4,211	14	0%
TPA - Vision	1,136	1,136	2,462	Included below in Med AmerihealthAdmin		
Actuary	7,000	12,000	12,750	7,432	(432)	-6%
Auditor	12,250	21,000	22,032	12,250	0	0%
Retiree First	0	0	0	21,540	(21,540)	-100%
QPA	0	0	0	1,333	(1,333)	-100%
Subtotal Expenses	6,351,178	10,816,970	10,716,673	6,377,099	(25,922)	0%
Contingency	72,057	123,527	123,527	11,965	60,092	83%
Wellness Program	159,698	273,172	269,835	159,770	(72)	0%
Claim Audits	23,333	40,000	40,000	23,333	0	0%
Plan Documents	7,292	12,500	12,500	7,292	(0)	0%
Affordable Care Act Taxes	22,133	37,746	37,599	32,470	(10,336)	-47%
Retiree Surcharge	1,076,830	1,846,401	1,909,575	1,076,897	(67)	0%
Total Expenses	7,712,521	13,150,316	13,109,710	7,688,827	23,695	0%
		6				
Total Budget	95,650,698	164,022,775	168,068,378	101,493,722	(5,843,024)	-6%

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFIT RATIOS		\$ 203,958	(274,552.60)						
		FY2025							
INDICES	2024	JAN	FEB	MAR	APR	MAY	JUN	JUL	
Cash Position	24,253,069	\$ 24,211,222	\$ 29,522,722	\$ 30,022,365	\$ 30,159,030	\$ 27,743,224	\$ 23,714,001	\$ 23,481,301	
IBNR	14,762,045	\$ 15,820,891	\$ 17,002,414	\$ 16,922,983	\$ 16,815,209	\$ 16,373,652	\$ 16,129,861	\$ 15,994,152	
Assets	30,658,704	\$ 31,778,513	\$ 33,452,792	\$ 34,007,542	\$ 33,297,700	\$ 31,175,787	\$ 31,273,223	\$ 28,941,510	
Liabilities	28,065,672	\$ 29,389,440	\$ 30,789,167	\$ 30,745,582	\$ 30,722,278	\$ 30,482,446	\$ 30,408,716	\$ 28,588,549	
Surplus	2,593,032	\$ 2,389,073	\$ 2,663,626	\$ 3,261,960	\$ 2,575,421	\$ 693,341	\$ 864,507	\$ 352,961	
Claims Paid -- Month	10,640,472	\$ 11,254,396	\$ 11,567,667	\$ 11,769,200	\$ 12,944,362	\$ 14,403,272	\$ 12,823,922	\$ 14,772,872	
Claims Budget -- Month	11,367,325	\$ 11,894,330	\$ 11,870,015	\$ 11,854,076	\$ 11,858,096	\$ 11,846,497	\$ 11,874,881	\$ 11,975,802	
Claims Paid -- YTD	140,157,816	\$ 11,254,396	\$ 22,822,063	\$ 34,591,263	\$ 47,535,625	\$ 61,938,896	\$ 74,762,819	\$ 89,535,691	
Claims Budget -- YTD	132,721,348	\$ 11,894,330	\$ 23,764,345	\$ 35,618,421	\$ 47,476,517	\$ 59,323,014	\$ 71,197,895	\$ 83,173,697	
RATIOS									
Cash Position to Claims Paid	2.28	2.15	2.55	2.55	2.33	1.93	1.85	1.59	
Claims Paid to Claims Budget -- Month	0.94	0.95	0.97	0.99	1.09	1.22	1.08	1.23	
Claims Paid to Claims Budget -- YTD	1.06	0.95	1.0	1.0	1.0	1.0	1.1	1.08	
Cash Position to IBNR	1.64	1.53	1.74	1.77	1.79	1.69	1.47	1.47	
Assets to Liabilities	1.09	1.08	1.09	1.11	1.08	1.02	1.03	1.01	
Surplus as Months of Claims	0.23	0.20	0.22	0.28	0.22	0.06	0.07	0.03	
IBNR to Claims Budget -- Month	1.30	1.33	1.43	1.43	1.42	1.38	1.36	1.34	

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
Year: 2025

<u>Yearly Items</u>	<u>Filing Status</u>
Budget	2025 Filed
Assessments	2025 Filed
Actuarial Certification	Filed
Reinsurance Policies	Filed
Fund Commissioners	Filed
Fund Officers	Filed
Renewal Resolutions	Filed
Indemnity and Trust	Filed
New Members	Filed
Withdrawals	N/A
Risk Management Plan and By Laws	Files
Cash Management Plan	Filed
Unaudited Financials	Filed
Annual Audit	2024 Filed
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

**Southern Coastal Health Insurance Fund
2026 Proposed Budget**

Census:

Medical - Aetna	4,706
Medical - AmeriHealth	1,531
Rx	874
Rx - Passive (Medical HMO's)	26
Dental	94
Vision	-
Medicare Advantage - Medical	270
Rx No Medical (Incl in Rx above)	11
Dental Only (Incl in Dental above)	9
Medicare Advantage Only (Incl in Med Adv)	254

	LINE ITEMS	2025 Annualized Budget	2026 Proposed Budget	\$ Change	% Change
1	Medical Aetna 1/1 Renewal	\$ 61,187,143	\$ 74,817,035	\$ 13,629,892	22.28%
2	Medical Aetna 7/1 Renewals	\$ 41,464,118	\$ 50,725,905	\$ 9,261,787	22.34%
3	Medical AmeriHealth 1/1 Renewal	\$ 24,112,447	\$ 24,234,487	\$ 122,040	0.51%
4	Medical AmeriHealth 7/1 Renewal	\$ 11,616,246	\$ 11,675,401	\$ 59,155	0.51%
5	Medical Claims	\$ 138,379,954	\$ 161,452,828	\$ 23,072,874	16.67%
6	Prescription Claims 1/1 Renewals	\$ 2,041,079	\$ 2,920,283	\$ 879,204	43.08%
7	Prescription Claims 7/1 Renewals	\$ 3,352,356	\$ 4,797,563	\$ 1,445,207	43.11%
8	Prescription Claims	\$ 5,393,435	\$ 7,717,846	\$ 2,324,411	43.10%
9	Less Formulary Rebates	\$ (1,725,899)	\$ (2,469,711)	\$ (743,812)	43.10%
10	Prescription Claims Incl Rebates	\$ 3,667,536	\$ 5,248,135	\$ 1,580,599	43.10%
11	Dental Claims 1/1 Renewals	\$ 13,361	\$ 24,211	\$ 10,850	81.21%
12	Dental Claims 7/1 Renewals	\$ 34,106	\$ 61,935	\$ 27,829	81.60%
13	Dental Claims	\$ 47,467	\$ 86,146	\$ 38,679	81.49%
14	Vision Claims 1/1 Renewals	\$ -	\$ -	\$ -	0.00%
15	Vision Claims 7/1 Renewals	\$ -	\$ -	\$ -	0.00%
16	Vision (Included in medical)	\$ -	\$ -	\$ -	0.00%
17	Subtotal Claims	\$ 142,094,957	\$ 166,787,109	\$ 24,692,152	17.38%
18					
19	Rate Stabilization	\$ 1,603,079	\$ 3,000,000	\$ 1,396,921	87.14%
20					
21					
22	Medicare Advantage	\$ 770,601	\$ 920,298	\$ 149,697	19.43%
23					
24	Reinsurance				
25	Specific	\$ 5,670,930	\$ 7,089,088	\$ 1,418,158	25.01%
26					
27	Total Low Fund	\$ 150,139,567	\$ 177,796,498	\$ 27,656,928	18.42%
28					
29	Expenses				
30	Legal	\$ 26,530	\$ 26,530	\$ -	0.00%
31	Treasurer	\$ 20,690	\$ 21,339	\$ 649	3.14%
32	Executive Director	\$ 1,648,882	\$ 1,648,882	\$ -	0.00%
33	Program Manager	\$ 3,139,344	\$ 3,201,849	\$ 62,506	1.99%
34	Brokerage	\$ 2,432,746	\$ 2,481,467	\$ 48,721	2.00%
35	TPA - Med Aetna	\$ 1,936,990	\$ 1,936,990	\$ -	0.00%
36	TPA - Med AmeriHealth Admin	\$ 654,227	\$ 680,499	\$ 26,272	4.02%
37	Guardian Nurses	\$ 698,244	\$ 698,244	\$ -	0.00%
38	Retiree First	\$ 38,880	\$ 38,880	\$ -	0.00%
39	TPA - Dental	\$ 3,843	\$ 3,843	\$ -	0.00%
40	TPA - Vision	\$ -	\$ -	\$ -	0.00%
41	Actuary	\$ 12,000	\$ 12,250	\$ 250	2.08%
42	Auditor	\$ 21,000	\$ 21,420	\$ 420	2.00%
43	QPA	\$ 3,000	\$ 3,000	\$ -	0.00%
44					
45	Subtotal Expenses	\$ 10,633,375	\$ 10,772,193	\$ 138,818	1.31%
46					
47					
48	Contingency	\$ 123,527	\$ 123,527	\$ -	0.00%
49	Wellness Program	\$ 268,807	\$ 500,060	\$ 231,253	86.03%
50	Claim Audits	\$ 40,000	\$ 40,000	\$ -	0.00%
51	Plan Documents	\$ 12,500	\$ 12,500	\$ -	0.00%
52					
53					
54	Total Expenses	\$ 11,078,209	\$ 11,448,280	\$ 370,071	3.34%
55					
56	Total Budget	\$ 161,217,776	\$ 189,244,778	\$ 28,027,000	17.38%
57	Affordable Care Act Taxes	\$ 37,041	\$ 37,041	\$ -	0.00%
58	Retiree Surcharge	\$ 1,827,365	\$ 1,948,500	\$ 121,135	6.63%
59	Budget Including Taxes	\$ 163,082,182	\$ 191,230,316	\$ 28,148,134	17.26%



September 22, 2025

Prospects:

GROUPS WITH INITIAL OUTREACH DISCUSSIONS	2
GROUPS WITH CLAIMS REQUESTED/PENDING	11
NUMBER OF GROUPS UNDER REVIEW WITH UNDERWRITING	7
PROPOSALS PENDING	2
PROPOSALS RELEASED	2
GROUPS SOLD	1 (letter of intent received, pending resolution approval on 9/23/25) 1 Implemented for 9/1/25 effective date
GROUPS WITH UNFAVORABLE CLAIMS/POOR RISK	10 (since 1/1/2025)

Coastal Fund Meeting Dates:

- January 27, 2025
- March 24, 2025
- June 2, 2025
- July 28, 2025
- September 22, 2025
- October 20, 2025
- January 26, 2026

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
- Pat Yacovelli, 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
- Dennis Zakroff, Executive Committee Alternate
- Kevin Smaniotto, Executive Committee Alternate

2025 Committees:

FINANCE & CONTRACTS

- Richard Davidson – Chair
- Jerry Velazquez
- Scott Musterel

OPERATIONS & NOMINATIONS

- Jerry Velazquez
- Mark Mallet
- Pat Yacovelli

WELLNESS & CLAIMS


- Laurie Ryan – Chair
- Megan Duffield
- Pat Yacovelli

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 (BOTH DEADLINES NOW PASSED):

Both deadlines for 2025 wellness applications have now passed. **This year we received a record 19 applications for 2025 totaling \$223,505!** This puts us almost \$50k over our budget – which is a good problem to have when it comes to wellness. We look forward to an even more successful year in 2026.

						
COASTAL WELLNESS GRANTS - 2025 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>Remaining After Approved Amounts</u>
Upper Twp BOE	\$8,950	\$8,950	10/21/24	10/22/24	\$8,950	
Cumberland Reg BOE	\$7,800	\$7,800	10/31/24	11/1/24	\$7,800	
Vineland BOE	\$30,375	\$21,200	11/5/24	11/5/24	\$21,200	
Cumberland County	\$25,970	\$25,910	11/14/24	11/21/24	\$25,910	
Buena Reg BOE	\$11,520	\$11,500	11/14/24	11/21/24	\$11,500	
Millville BOE	\$23,275	\$23,275	11/24/24	11/26/24	\$23,275	
City of Margate	\$6,500	\$6,500	11/24/24	11/26/24	\$6,500	
Ocean City BOE	\$13,475	\$10,000	11/27/24	12/2/24	\$10,000	
Bridgeton BOE	\$24,955	\$24,955	2/24/25	2/24/25	\$24,955	
Lower Twp BOE	\$11,580	\$11,580	2/24/25	2/24/25	\$11,580	
Lower Cape May Reg BOE	\$9,060	\$9,060	3/17/25	3/20/25	\$9,060	
Salem County	\$20,200	\$20,200	5/13/25	5/14/25	\$20,200	
CCTEC	\$7,865	\$7,865	5/14/25	5/14/25	\$7,865	
Waterford BOE	\$7,995	\$7,995	5/29/25	5/30/25	\$7,995	
The Authority	\$3,900	\$3,900	5/29/25	5/30/25	\$3,900	
CC Charter School Network	\$5,850	\$5,790	5/29/25	5/30/25	\$5,790	
Penns Grove-Carneys Point	\$13,200	\$13,200	5/29/25	5/30/25	\$13,200	
City of Absecon	\$2,625	\$2,400	5/30/25	5/30/25	\$2,400	
Woodstown	\$1,425	\$1,425	5/30/25	5/30/25	\$1,425	
TOTAL TO DATE	\$236,520	\$223,505			\$223,505	-\$48,505

PROPOSED 2026 WELLNESS BUDGET & PLANS:

There will be quite a lot of new wellness happenings in 2026. We will officially be starting the year-long Ramp Pilot program with Millville BOE and The Authority on 10/1/25 (with hopes to roll out for entire Coastal HIF in 2027). The Committees have agreed to set the grant budget to include ALL groups - giving us no chance of running out of funds. And we will continue with Advanta's ActiveFit+ once again. This is what the cost associated with those things could look like:

- *Total of all groups' allowances: approx. \$285,000 (this could change slightly based on census)*
- *Advanta Base Plan: \$95-100k (also depending on monthly census)*
- *Ramp Pilot Program: \$11,786 (x9 months) + \$5k onboarding fee = \$111,074*
- *Total: \$500,000 (approximately)*

ACTIVEFIT PORTAL IS NOW LIVE:

Advanta now offers access to the ActiveFit+ portal for each group in the Coastal HIF. You can use this to check out your group's participation levels and overall analytics. To learn how this works please reach out to corey@shanj.com or directly to jsalo@advantahealth.com.

REIMBURSEMENT REMINDER:

We have observed that some 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 on coastalhif.com and sending to corey@shanj.com. Below are the guidelines for how to submit. We have included the entire form on the following page.

Submission Checklist

- *The Fund will reimburse approved expenses by submitting this completed voucher with required documents. Please include this signed voucher along with required back up documents/receipts. Without the below items, reimbursement will be denied:*

Signed Purchase Orders for all items & Vendor Invoices if applicable OR purchase receipts (must match PO) & Check Copies or proof of payment for each item listed on voucher

MORE PROOF THAT WELLNESS WORKS:

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.**

Advanta, with the help of the Validation Institute, studied our Medical Loss Ratio data relative to their active users and found that **groups utilizing Advanta Health's ActiveFit+ platform report an average MLR savings of 10.4% in the first year**, with increased savings correlating to higher participant enrollment.

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 corey@shanj.com us for any assistance that you might need. Here's the website 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.
- **WEX PORTAL AND BILLING ISSUES:** Effective 3/17/2025 the Coastal Enrollments email (coastal.enrollments@permainc.com) has been shut down. The following emails should be used:
 - Marlene Robinson, mrobinson@permainc.com, 856-552-4818
 - Michele McKeever, mmckeever@permainc.com, 856-479-2160

PLEASE BE SURE TO SHARE THIS INFORMATION WITH YOUR HR/BENEFITS DEPARTMENT AS WELL AS YOUR ACCOUNTS PAYABLE DEPARTMENT.

OPERATIONAL UPDATES:

Retiree First: The Coastal Fund is now working with Retiree First. Retiree First will add another layer of support for the Medicare Retiree population. Letters were mailed out to the current Medicare Advantage population making them aware of Retiree First as a resource.

Attached is a Retiree First flyer sharing their toll-free number 1-855-257-7195.

They will be available to help the Medicare Advantage population. Just some of the support they will offer is:

- Plan Questions
- Outreach to Providers and Pharmacies (if applicable)
- Mail Order Assistance
- Formulary Lookup
- Medical and Prescription Billing Issues (if applicable)
- Updating Personal Information Changes

Open Enrollment – 1/1/26 (Passive):

- COASTAL OE will be held October 20th through October 31st
- All OE updates should be completed in WEX by November 14th to allow time for ID cards to be delivered to members by 1/1/26
- OE guides are currently being updated and will be sent once finalized

LEGISLATIVE UPDATES:

2025 LEGISLATIVE REVIEW

MEDICAL AND RX REPORTING: None

NO SURPRISE BILLING AND TRANSPARENCY ACT –

The attach memo provides an urgent update on a critical and escalating issue affecting the Funds: the financial and administrative impact of the Federal No Surprises Act (NSA). We urge you to review this communication carefully, as the implications are significant and will be addressed at all upcoming Fund meetings.

Summary Impact

From January 2022 through mid-June 2025, the NSA has added \$30.4 million in new costs to the eight Funds under PERMA's management. These unanticipated expenses are directly attributable to how the law has been implemented and disproportionately affect public entities. Whether a group is in a HIF; the State Plan; or the private market, the financial burden on employers is real and growing.

Overview of the No Surprises Act (NSA)

The NSA took effect on January 1, 2022, aiming to protect patients from surprise medical bills – especially in emergency or out-of-network (OON) situations. While it has successfully reduced balance billing for consumers, the law's implementation has caused substantial unintended consequences for self-funded health plans, particularly due to the flawed Independent Dispute Resolution (IDR) process. Originally, the

Qualified Payment Amount (QPA), the median in-network rate, was intended to serve as the benchmark in payment disputes. However, court rulings have weakened their role, allowing arbitrators to prioritize subjective factors like provider experience or case complexity. The result: rising award levels far above market norms.

VENDOR UPDATES

AETNA UPDATES: NONE

AMERIHEALTH UPDATE: NONE

EXPRESS-SCRIPTS UPDATE:

Attached are the updated ESI National Preferred Formulary (NPF) lists effective 7/1/25.

- NPF
- NPF Exclusions Listing, please note the following:
 - **Humalog** - excluded for members with a new prescription as of **1/1/25**, members currently taking the drug will be excluded effective **1/1/26**
 - Members should share the covered preferred alternatives provided in the listing with their providers
 - Disruption will be provided closer to 1/1/26
 - **Humira** - excluded for members with a new prescription as of **1/1/25**, members currently taking the drug (3) will be excluded effective **7/1/25**
 - Members should share the covered preferred alternatives provided in the listing with their providers
 - Impacted members will be notified by ESI. The notification will include covered preferred alternatives under the NPF

Coastal members impacted by the formulary change were notified with covered alternative medications that can be shared with their providers

SaveOn – Effective 7/1/25

The updated 2025 SaveOn List effective July 1, 2025 was distributed. Please note the following:

- Drugs highlighted in green (21) were added to the list effective July 1, 2025
- Drugs highlighted in red (5) were removed from the list effective July 1, 2025

APPEALS & IRO's (Independent Review Organization) (as of 9.15.25) –

Carrier Appeals

Submission Date	Appeal Type	Appeal Number	Reason	Determination	Determination Date
02/06/2025	Medical/ Aetna	COASTAL 2025 02 01	Surgery	Upheld	07/09/2025
05/30/2025	Medical/ Aetna	COASTAL 2025 05 07	Imaging	Upheld	07/09/2025
07/21/2025	Medical/ Aetna	COASTAL 2025 07 01	Orthotics	Upheld	09/08/2025
08/04/2025	Medical/ Aetna	COATAL 2025 08 01	Anesthesia	Upheld	09/08/2025

08/07/2025	Medical/ Aetna	COASTAL 2025 08 02	Anesthesia	Upheld	09/08/2025
08/07/2025	Medical/ Aetna	COASTAL 2025 08 03	Implant	Upheld	09/08/2025
08/05/2025	Medical/ Aetna	COASTAL 2025 08 04	Anesthesia	Upheld	09/08/2025
08/12/2025	Medical/ Aetna	COASTAL 2025 08 05	Anesthesia	Upheld	09/08/2025
08/14/2025	Medical/ Aetna	COASTAL 2025 08 06	Imaging	Upheld	09/08/2025

IRO Submissions:

Submission Date	Appeal Type	Appeal Number	Reason	Determination	Determination Date
07/09/2025	Medical/ Aetna	COASTAL 2025 02 01	Surgery	Overtured	07/11/2025
07/09/2025	Medical/ Aetna	COASTAL 2025 05 07	Imaging	Overtured	07/11/2025
09/08/2025	Medical/ Aetna	COASTAL 2025 08 03	Implant	Under Review	
09/08/2025	Medical/ Aetna	COASTAL 2025 08 06	Imaging	Under Review	

Healthcare News and Tips

September 16, 2025

Who else thinks summer passed way too quickly? Thought so. Still, fall is a favorite season (not just because the Phillies will make the playoffs), but it's a season of preparation—stocking up before winter, getting kids back to school, and settling into cooler weather routines.

Healthcare should be part of that preparation. Whether it's rescheduling a missed check-up, finally booking that colonoscopy, or just staying consistent with medications, the choices you make now can prevent emergencies later. Remember: Your future self will thank you for taking action today. Don't let a short-term delay turn into a long-term setback.

And directly below, we celebrate two of our Guardian Nurses' team, Diane Bassett and Lori Rivkin, who will be honored at the Nightingale Awards of Pennsylvania annual gala in Harrisburg next month.



**Heading out to
get my flu
vaccine!**

Betty

Betty Long, RN, MHA
President/CEO



Healthcare's Hidden Toll: The Cost of Delayed Care

Summer tends to pull us in every direction—vacations, family gatherings, cookouts, and longer days spent outside. Healthcare often takes a backseat when schedules are full and the weather is nice. Maybe you skipped that mammogram you scheduled back in June, pushed off a colonoscopy for “after the summer,” or ignored the reminder to refill your cholesterol medication. You're not alone. But here's the truth: delaying care—even for a few months—can carry a hidden toll that affects both your health and your wallet.

Think about fall as a time to get back on track. September is a natural reset point, and catching up on care now can prevent bigger problems later.

Why Delays Happen

Healthcare delays aren't usually about neglect. Life happens. Patients often delay care because:

- **Busy schedules:** Appointments are pushed off when summer calendars fill up.
- **Cost concerns:** High deductibles or co-pays make people think twice about non-urgent visits.
- **Fear or anxiety:** Worry about test results or medical procedures causes avoidance.
- **Confusion:** Navigating the healthcare system can be overwhelming, and some patients don't know what's essential versus optional.

Unfortunately, our healthcare system doesn't make it easy. Long wait times for appointments, limited provider availability, and insurance barriers only add to the problem.



TWO Guardian Nurses to be Honored at the Nightingale Awards of Pennsylvania

Our entire team is looking forward to celebrating two of our colleagues at this year's annual gala for the **Nightingale Awards of Pennsylvania** in Harrisburg on Friday, October 24th.

Diane Bassett, RN, Mobile Care Coordinator for the Bricklayers Local 1 PA/DE and Lori Rivkin, BSN, RN, nurse advocate on our Advocacy Team have been chosen as FINALISTS in the Community Nursing category of the Nightingale Awards.

Diane and Lori have had long, diverse careers as nurses. Diane started in 1991 and Lori in 1985. Their work at Guardian Nurses has been exemplary and we are so proud of their being selected as finalists for the prestigious Nightingale Award.

We'll find out the winners of all the categories, including Community Nursing, at the Gala.

**Congratulations,
Diane and Lori!!**

The Health Costs of Delay

What starts as "I'll wait until fall" can snowball into a bigger issue. Some examples:

- **Screenings:** Missing a mammogram, colonoscopy, or Pap smear delays the detection of diseases that are most treatable when caught early.
- **Chronic conditions:** Skipping follow-ups for diabetes, hypertension, or asthma allows these "silent" diseases to quietly worsen.
- **Medications:** Running out of prescriptions—even for a few weeks—can destabilize conditions like heart disease, thyroid disorders, or mental health issues.
- **Rehabilitation:** Post-surgery patients who delay physical therapy often face slower recoveries and reduced mobility.

The body doesn't hit pause just because we do. The longer the delay, the higher the chance of complications.

The Financial Costs of Delay

Healthcare delays also hit your wallet. A check-up or early treatment is usually far less expensive than addressing advanced disease. Consider:

- An untreated cavity may lead to a root canal—or worse, tooth loss.
- Skipping a blood pressure check could mean a preventable ER visit for stroke or heart attack.
- Putting off routine labs may allow kidney disease or diabetes complications to progress, requiring costly interventions.

And here's a financial planning tip: If you've already met your deductible for the year, fall is the perfect time to schedule procedures, tests, or treatments—before your insurance resets in January.

Getting Back on Track This Fall

The good news: It's only September. Here's how to reset and protect your health this season:

1. **Make a Care Checklist.** Write down preventive screenings (mammogram, colonoscopy, bloodwork, vaccines) and upcoming specialist visits.
2. **Call Now.** Many offices book weeks in advance, so getting on the schedule now means you're seen before year-end.
3. **Ask About Telehealth.** For certain follow-ups, virtual visits can save time and prevent unnecessary delays.
4. **Refill Prescriptions Early.** Don't wait until you're down to your last pill—set reminders for refills.
5. **Use Your Benefits.** If your employer offers flexible spending or wellness credits, use them before they expire.
6. **Bring a Buddy.** If you've been avoiding an appointment out of fear, bring a friend or family member to support you.

If summer was a season of postponement, let fall be the season of prevention. Call your doctor or nurse practitioner, check your calendar, and get back on track. Delayed care doesn't just cost time—it can cost health, peace of mind, and money.

The best way to protect all three is simple: don't wait.

Lighting your way
through the
healthcare maze.®

Guardian Nurses Healthcare Advocates

215-836-0260 | Toll Free 888-836-0260

info@guardiannurses.com | GuardianNurses.com

Board Report
Reporting on dates: 4/1/25 – 6/30/25

This report shows how our nurses improve care, enhance member experience, and reduce costs. Interventions and outcomes estimate projected cost savings/avoidance and are **highlighted in green**.

Highlights:

- Significant reduction in avoidable readmissions (see below)

Improving Care

Goals: Improve timeliness, appropriateness, and quality of care

Acute Care Program

- **254 acute cases supported (219 unique members)**
- 189 new acute referrals; 104 mobilizations; **77% engagement rate**

Chronic Care Program

- 125 chronic cases supported (108 unique members)
- 35 new chronic referrals; 89 mobilizations; **95% engagement rate**

Improving Members' Experience

Goals: Positive clinical outcomes, accessibility and equality, patient centered goals

- 3 members supported by GN Social worker
- Coordinated care in hospital for 25 members
- Coordinated follow-up post discharge care for 64 members

Managing or Reducing Cost

Goals: Prevent unnecessary hospitalizations, ICU admissions and bounce backs.

Projected Cost Savings This Quarter

- Prevented/Projected ER Visit: **Projected savings of \$2,715** (Smith, 2025)
- Projected/Prevented Surgery: **Projected savings of \$30,720** (NIH.org, 2016)
- Resolved Medication Issue: **Prevented Projected Readmission \$30,000** (Bengfort, H. (2024))
- Strong support of double-digit diabetic: **Projected annual cost savings translates to an estimated \$10,000–\$13,000 annually** (Gilmer et al. (1997) and Nichols et al. (2000))—based on a 6.6 reduction in A1C

Projected Cost Avoidance

- 10 readmissions -- out of 168 admissions (6% readmission rate). Commercial benchmark -14.6%) expected (25 vs 10)
- Projected Cost avoidance: **\$450,000 (based on \$30K average admission** (Bengfort, H., 2024)

Projected Cost Avoidance

- 8 ICU admissions 1-35 days (longest = neonatal) **90% engagement rate**
- Key Cost Drivers; 1 Neurologic event currently at inpatient rehab; 1 Neonatal extended NICU admission

Respectfully submitted,

Rebecca Czarkowski

Rebecca Czarkowski, MSN, RN
Vice President

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND

BILLS LIST

AUGUST 2025

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.

FUND YEAR 2025

<u>Vendor Name</u>	<u>Comment</u>	<u>Invoice Amount</u>
PERMA	ADMIN FEES 08/25	138,651.96
PERMA	RETIREE FIRST INV 09012025	2,760.00
PERMA	POSTAGE 07/25	126.95
		141,538.91
MARMERO LAW, LLC	LEGAL FEES 07/01/25-07/29/25 INV 31919	2,346.00
		2,346.00
THE CANNING GROUP LLC	QPA SERVICES INV 2025-08	250.00
		250.00
ADVANTA HEALTH SOLUTIONS	AUGUST ACTIVFIT & MGMT FEE INV 2458	8,250.48
ADVANTA HEALTH SOLUTIONS	JULY ACTIVFIT & MGMT FEE INV 2033	8,250.48
		16,500.96
ACCESS	INV 11646777 DEPT 963 6/30/25	23.50
ACCESS	INV 11698363 DEPT 963 7/31/25	23.50
		47.00
MUNICIPAL REINSURANCE HIF	SPECIFIC REINSURANCE 08/25	477,805.62
		477,805.62
	TOTAL CHECKS	638,488.49

AETNA HEALTH MANAGEMENT, LLC	MEDICARE ADVANTAGE 08/25	62,434.53 62,434.53
DELTA DENTAL INSURANCE COMPANY (DELTACARE USA)	DENTAL -A# F1-7872000000 7/1/25	37.45 37.45
AETNA	MEDICAL TPA FEES 08/25	162,993.60 162,993.60
AMERIHEALTH ADMINISTRATORS AMERIHEALTH ADMINISTRATORS	MEDICAL TPA FEES 08/25 WELLNESS/MARKETING 08/25	57,668.94 -2,331.00 55,337.94
DELTA DENTAL OF NEW JERSEY INC.	DENTAL TPA FEES 08/25	320.23 320.23
VERRILL & VERRILL	TREASURER FEES 08/25	1,104.17 1,104.17
POINT ACCOUNTING GROUP	TREASURER FEES 08/25	620.20 620.20
SHARED HEALTH ALLIANCE	PROGRAM MANAGER 08/25	263,982.60 263,982.60
SHARED HEALTH ALLIANCE	GUARDIAN NURSES INV 4862 08/25	59,089.22 59,089.22
ALLEN ASSOCIATES	BROKER FEES 08/25	205,264.42 205,264.42
ALLEN ASSOCIATES	REIMB MEETING EXPENSE 07/25	2,113.02 2,113.02
	TOTAL WIRES/ACH	813,297.38
	Total Payments FY 2025	1,451,785.87
	TOTAL PAYMENTS ALL FUND YEARS	1,451,785.87

Chairperson

Attest:

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

Dated: _____

Treasurer

SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND

BILLS LIST

SEPTEMBER 2025

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.

FUND YEAR 2025

<u>Vendor Name</u>	<u>Comment</u>	<u>Invoice Amount</u>
PERMA	RETIREE FIRST INV 10012025	3,048.00
PERMA	POSTAGE 08/25	76.43
PERMA	ADMIN FEES 09/25	135,760.75
		138,885.18
MARMERO LAW, LLC	LEGAL FEES 08/01/25-08/25/25 INV 32024	2,346.00
		2,346.00
THE CANNING GROUP LLC	QPA SERVICES INV 2025-09	250.00
		250.00
ACCESS	INV 11743111 DEPT 963 8/31/25	23.05
		23.05
MUNICIPAL REINSURANCE HIF	SPECIFIC REINSURANCE 09/25	466,970.51
		466,970.51
	TOTAL CHECKS	608,474.74
AETNA HEALTH MANAGEMENT, LLC	MEDICARE ADVANTAGE 09/25	62,822.57
		62,822.57
DELTA DENTAL INSURANCE COMPANY (DELTACARE USA)	DENTAL -A# F17872000000 9/1/25	37.45
		37.45
AETNA	MEDICARE TPA FEES 09/25	159,872.30
		159,872.30
AMERIHEALTH ADMINISTRATORS	MEDICAL TPA EES 09/25	55,739.22
AMERIHEALTH ADMINISTRATORS	WELNESS/MARKETING 09/25	-2,253.00
		53,486.22
DELTA DENTAL OF NEW JERSEY INC.	DENTAL TPA FEES 09/25	333.87
		333.87
VERRILL & VERRILL	TREASURER FEES 09/25	1,104.17
		1,104.17

POINT ACCOUNTING GROUP	TREASURER FEES 09/25	620.20 620.20
SHARED HEALTH ALLIANCE	PROGRAM MANAGER 09/25	258,477.94 258,477.94
SHARED HEALTH ALLIANCE	GUARDIAN NURSES INV 4900 09/25	59,089.22 59,089.22
ALLEN ASSOCIATES	BROKER FEES 09/25	200,013.43 200,013.43
	TOTAL WIRES/ACH	795,857.37
	Total Payments FY 2025	1,404,332.11
	TOTAL PAYMENTS ALL FUND YEARS	1,404,332.11

Chairperson

Attest:

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

Dated: _____

Treasurer

CERTIFICATION AND RECONCILIATION OF CLAIMS PAYMENTS AND RECOVERIES									
COASTAL HEALTH BENEFITS FUND									
Month		July							
Current Fund Year		2025							
Policy		1.	2.	3.	4.	5.	6.	7.	8.
Year	Coverage	Calc. Net Paid Thru Last Month	Monthly Net Paid July	Monthly Recoveries July	Calc. Net Paid Thru July	TPA Net Paid Thru July	Variance To Be Reconciled	Delinquent Unreconciled Variance From	Change This Month
2025	Medical	71,585,543.30	14,103,598.86	0.00	85,689,142.16	0.00	85,689,142.16	71,585,543.30	14,103,598.86
	Dental	65,160.80	6,712.83	0.00	71,873.63	0.00	71,873.63	65,160.80	6,712.83
	Rx	4,204,106.48	797,670.05	0.00	5,001,776.53	0.00	5,001,776.53	4,204,106.48	797,670.05
	Vision	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total	75,854,810.58	14,907,981.74	0.00	90,762,792.32	0.00	90,762,792.32	75,854,810.58	14,907,981.74

COASTAL HEALTH BENEFITS FUND

SUMMARY OF CASH TRANSACTIONS - ALL FUND YEARS COMBINED

Current Fund Year: 2025										
Month Ending: July										
	Medical	Dental	Rx	Vision	Reinsurance	Admin	LFC	Closed Year	etained Dividen	TOTAL
OPEN BALANCE	1,975,666.38	(15,824.60)	(4,460,306.62)	105,805.89	(345,501.01)	3,515,335.76	1,786,798.72	9,147,307.23	12,004,719.23	23,714,000.98
RECEIPTS										
Assessments	12,054,417.05	3,640.03	318,284.32	0.00	484,638.52	1,178,170.17	137,705.91	0.00	0.00	14,176,856.00
Refunds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Invest Pymnts	21,957.51	13.55	0.00	232.53	0.00	7,989.28	3,927.69	20,107.92	26,389.18	80,617.66
Invest Adj	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02
Subtotal Invest	21,957.53	13.55	0.00	232.53	0.00	7,989.28	3,927.69	20,107.92	26,389.18	80,617.68
Other Receipts	3,407,515.52	0.00	150,288.89	0.00	0.00	0.00	0.00	0.00	0.00	3,557,804.41
TOTAL	15,483,890.10	3,653.58	468,573.21	232.53	484,638.52	1,186,159.45	141,633.60	20,107.92	26,389.18	17,815,278.09
EXPENSES										
Claims Transfers	14,103,598.86	6,712.83	797,670.05	0.00	0.00	0.00	0.00	0.00	0.00	14,907,981.74
Expenses	65,549.12	37.45	0.00	0.00	480,457.57	2,593,950.16	0.00	0.00	0.00	3,139,994.30
Other Expenses	0.00	0.00	0.00	0.00	0.00	1.64	0.00	0.00	0.00	1.64
TOTAL	14,169,147.98	6,750.28	797,670.05	0.00	480,457.57	2,593,951.80	0.00	0.00	0.00	18,047,977.68
END BALANCE	3,290,408.50	(18,921.30)	(4,789,403.46)	106,038.42	(341,320.06)	2,107,543.41	1,928,432.32	9,167,415.15	12,031,108.41	23,481,301.39

SUMMARY OF CASH AND INVESTMENT INSTRUMENTS									
COASTAL HEALTH BENEFITS FUND									
ALL FUND YEARS COMBINED									
CURRENT MONTH		July							
CURRENT FUND YEAR		2025							
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	
ID Number:									
Maturity (Yrs)									
Purchase Yield:		3.10	3.56	3.56	4.39	4.02	4.24	4.39	
TOTAL for All Accts & instruments									
Opening Cash & Investment Balance	\$23,714,001.00	\$ 302,047.68	\$ 12,962.43	\$ 3,034,061.90	\$ 19,752,139.96	\$ 13,143.45	\$ 577,491.13	\$ 22,154.45	
Opening Interest Accrual Balance	\$43.53	\$ -	\$ -	\$ -	\$ -	\$ 43.53	\$ -	\$ -	
1 Interest Accrued and/or Interest Cost	\$45.21	\$0.00	\$0.00	\$0.00	\$0.00	\$45.21	\$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	
3 (Amortization and/or Interest Cost)	\$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	
5 Interest Paid - Cash Instr.s	\$80,574.13	\$795.25	\$38.59	\$12,617.65	\$64,856.58	\$0.00	\$2,083.07	\$182.99	
6 Interest Paid - Term Instr.s	\$43.53	\$0.00	\$0.00	\$0.00	\$0.00	\$43.53	\$0.00	\$0.00	
7 Realized Gain (Loss)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
8 Net Investment Income	\$80,619.34	\$795.25	\$38.59	\$12,617.65	\$64,856.58	\$45.21	\$2,083.07	\$182.99	
9 Deposits - Purchases	\$28,708,741.84	\$0.00	\$0.00	\$21,239,969.26	\$6,494,691.15	\$0.00	\$0.00	\$974,081.43	
10 (Withdrawals - Sales)	-\$29,022,059.11	\$0.00	\$0.00	-\$17,129,556.88	-\$10,974,081.43	-\$1.64	\$0.00	-\$918,419.16	
		OK	OK	OK	OK	OK	OK	OK	
Ending Cash & Investment Balance	\$23,481,301.39	\$302,842.93	\$13,001.02	\$7,157,091.93	\$15,337,606.26	\$13,185.34	\$579,574.20	\$77,999.71	
Ending Interest Accrual Balance	\$45.21	\$0.00	\$0.00	\$0.00	\$0.00	\$45.21	\$0.00	\$0.00	
Plus Outstanding Checks	\$2,146,661.31	\$0.00	\$0.00	\$2,146,661.31	\$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	
Balance per Bank	\$25,627,962.70	\$302,842.93	\$13,001.02	\$9,303,753.24	\$15,337,606.26	\$13,185.34	\$579,574.20	\$77,999.71	



SOUTHERN COASTAL HEALTH INSURANCE FUND

Monthly Claim Activity Report

September 22, 2025



SOUTHERN COASTAL HEALTH INSURANCE FUND

	MEDICAL CLAIMS + CAP			MEDICAL CLAIMS + CAP		
	<u>PAID 2024</u>	<u># OF EES</u>	<u>PER EE</u>	<u>PAID 2025</u>	<u># OF EES</u>	<u>PER EE</u>
JANUARY	\$8,647,154	4,777	\$ 1,810	\$7,212,499	4,813	\$1,499
FEBRUARY	\$7,823,044	4,742	\$ 1,650	\$7,981,639	4,817	\$1,657
MARCH	\$6,715,776	4,742	\$ 1,416	\$8,575,969	4,796	\$1,788
APRIL	\$10,672,810	4,739	\$ 2,252	\$10,230,178	4,798	\$2,132
MAY	\$8,343,715	4,758	\$ 1,754	\$10,136,230	4,806	\$2,109
JUNE	\$8,136,959	4,765	\$ 1,708	\$10,105,217	4,820	\$2,097
JULY	\$10,086,416	4,728	\$ 2,133	\$10,624,134	4,764	\$2,230
AUGUST	\$9,731,983	4,712	\$ 2,065			
SEPTEMBER	\$10,059,518	4,825	\$ 2,085			
OCTOBER	\$10,824,787	4,812	\$ 2,250			
NOVEMBER	\$9,230,409	4,790	\$ 1,927			
DECEMBER	\$9,265,954	4,788	\$ 1,935			
TOTALS	\$109,538,525			\$64,865,866		
				2025 Average	4,802	\$ 1,930
				2024 Average	4,765	\$ 1,915

Large Claimant Report (Drilldown) - Claims Over \$100000

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

Paid Dates: 07/01/2025 - 07/31/2025
Service Dates: 01/01/2011 - 07/31/2025
Line of Business: All

	Paid Amt	Diagnosis/Treatment
	\$131,307.65	GAUCHER DISEASE
	\$126,514.50	SEPSIS, UNSPECIFIED ORGANISM
	\$124,643.56	SEPSIS, UNSPECIFIED ORGANISM
	\$111,086.82	LUMBAR SPINA BIFIDA WITHOUT HYDROCEPHALUS
	\$104,806.90	MALIGNANT NEOPLASM OF AMPULLA OF VATER
Total:	\$598,359.43	



Southern Coastal Health Insurance Fund
8/1/2024 through 7/31/25 (unless otherwise noted)

Dashboard

Medical Claims Paid:
January 2025 – July 2025

Total Medical Paid per EE: **\$1,930**

Network Discounts

Inpatient: **65.9%**
Ambulatory: **62.7%**
Physician/Other: **61.4%**
TOTAL: 63.0%

Provider Network

% Admissions In-Network: **97.7%**
% Physician Office in network: **99.0%**

Aetna Book of Business:
Admissions 98.3%; Physician 90.5%

Top Facilities Utilized
(by total Medical Spend)

- Inspira Medical Center –Vineland
- University of Pennsylvania
- Cooper Hospital
- Inspira Medical Center- Mullica Hill
- CHOP

Catastrophic Claim Impact
(January 2025- July 2025)

Number of Claims Over \$50,000 **177**
Claimants per 1000 members: **15.1**
Avg. Paid per Claimant: **\$122,603**
Percent of Total Paid: **36.2%**
• Aetna BOB- HCC account for an average of **44.5%** of total Medical Cost

Aetna One Flex Member Outreach:
thru July 2025

Total Members Identified: **3,131**
Members Targeted for 1:1 Nurse Support : **873**
Members Targeted for digital activity: **2,258**
Member 1:1 outreach completed: **734**
Member 1:1 Outreach in Progress: **258**

CVS Health. CVS Virtual Care

January 2025 – July 2025

Completed Visits in July: **52**
Unique Patients in July: **48**
Completed Visits in 2025 : **333**
Unique Patients in 2025: **261**
Total Scheduled Visits in 2025: **416**
Average visit duration: **10 Minutes**
BoB: Average First Available: **39 minutes**
BoB: Average First Available (6am-6pm)
30 Minutes

Service Center Performance Goal
Metrics YTD 2024

Customer Service Performance

1st Call Resolution: **93.85%**
Abandonment Rate: **0.52%**
Avg. Speed of Answer: **14.9 sec**

Claims Performance

Financial Accuracy: **97.95%***
*Q1 2025

90% processed w/in: **8.4 days**
95% processed w/in: **15.3 days**

Claims Performance (Monthly)
(July 2025)

90% processed w/in: **6.8 days**
95% processed w/in: **15.3 days**
(Note: This is not a PG metric)

Performance Goals

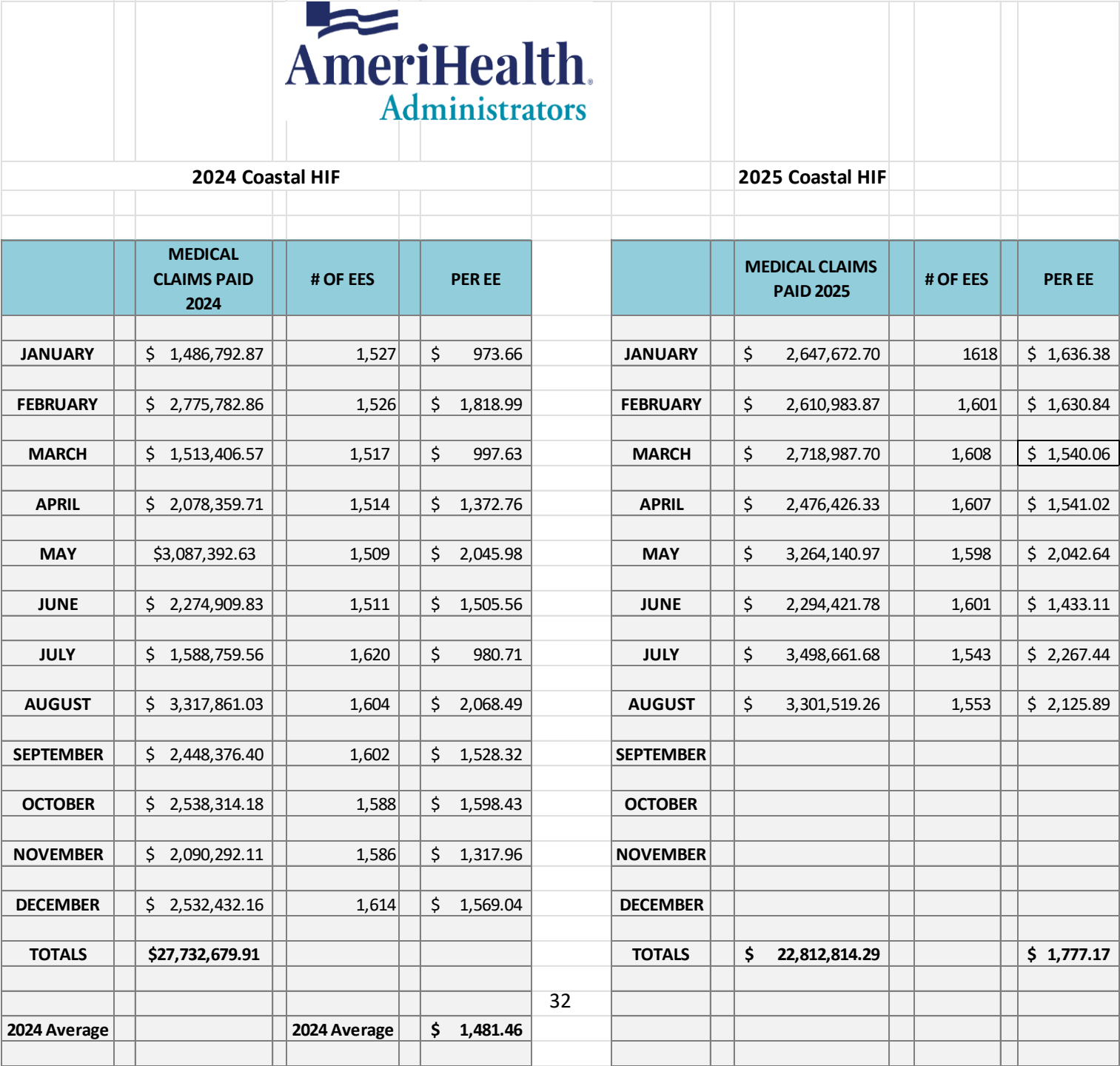
1st Call Resolution: **90%**
Abandonment Rate less than: **3.0%**
Average Speed of Answer: **30 sec**

Financial Accuracy: **99%**

Turnaround Time

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








PLAN SPONSOR INFORMATION SERVICES
Large Claimant Report- Claims Over \$100,000

Group:	Coastal HIF	Service Dates:	-
Paid Dates:	8/1/25-8/31/25	Line of Business:	All
Network Service	ALL	Product Line:	All

Claimant	Relationship	Paid Amount	Diagnosis
1	Employee	\$351,705.03	Acute Myocardial Infarction
2	Employee	\$145,699.68	Spondylopathies/Spondyloarthrop
3	Spouse	\$120,385.54	Complication Of Cardiovascular Device, Implant Or Graft, Initial Encounter
4	Employee	\$112,538	Spondylopathies/Spondyloarthrop athy (Including Infective)
Total		\$730,328	

		<u>Southern Coastal HIF</u>									
		Paid Claims 01/01/2025-12/31/2025									
Average payment per member per month 01/01-12/31/2025:	\$ 694.92										
Number of claimants with paid claims over \$100,00 YDT:	21										
Total paid on those claimants:	\$3,415,705										
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											
COOPER UNIVERSITY HOSPITAL, NJ											
Provider Network											
% Inpatient In- Network: 99.4%											
% Professional providers In-Network: 95.3%											
% Outpatient providers In-Network:96.3%											

Metric	AHA Jan. MTD	AHA Feb. MTD	AHA March MTD	AHA April MTD	AHA May MTD	AHA June MYD	AHA July MTD
1st Call Resolution	88.70%	89.60%	89.40%	89.00%	89.20%	90.30%	88.70%
ASA	79.57	29.07	7.95	5.21	5.88	5.54	14.95
Abandonment Rate	3.64%	1.67%	0.81%	0.72%	0.48%	0.57%	0.68%

Totals	2025 YTD
Total Inpatient Admissions	171
Total Inpatient Days	743
ER	750



EXPRESS SCRIPTS®

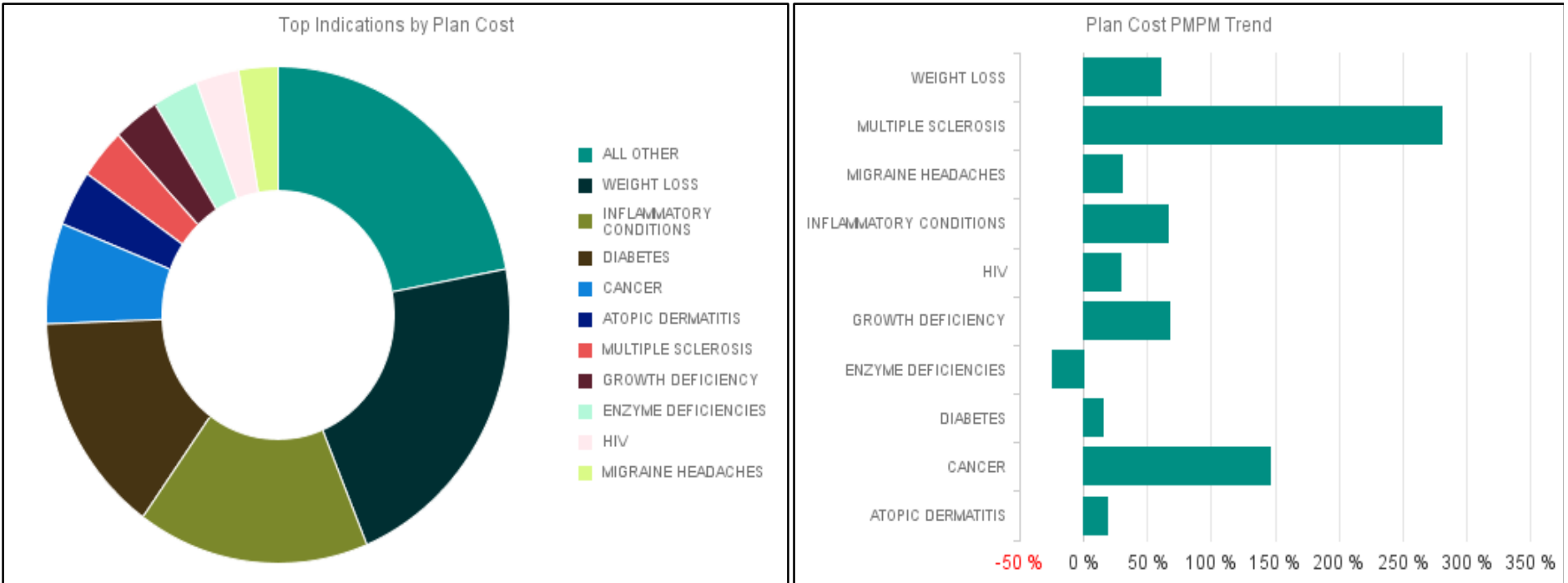
Southern Coastal Health Insurance Fund

Total Component/Date of Service (Month)	2024 01	2024 02	2024 03	2024 Q1	2024 04	2024 05	2024 06	2024 Q2	2024 07	2024 08	2024 09	2024 Q3	2024 10	2024 11	2024 12	2024 Q4	2024 YTD
Membership	2,305	2,306	2,311	2,307	2,331	2,351	2,326	2,336	2,605	2,589	2,640	2,611	2,650	2,649	2,675	2,658	2,478
Total Days	85,107	86,806	85,896	257,809	84,674	94,464	84,721	263,859	100,171	95,059	90,238	285,468	102,483	93,658	102,040	298,181	1,105,317
Total Patients	941	920	973	1,414	891	965	932	1,378	1,034	1,079	1,027	1,540	1,132	1,042	1,119	1,624	2,187
Total Plan Cost	\$437,522	\$389,496	\$458,437	\$1,285,454	\$429,379	\$589,433	\$460,102	\$1,478,914	\$597,304	\$557,189	\$618,421	\$1,772,915	\$695,889	\$529,342	\$738,372	\$1,963,602	\$6,500,885
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%	80.7%	82.8%	81.3%	82.9%	84.8%	83.0%	84.4%
Plan Cost PMPM	\$189.81	\$168.91	\$198.37	\$185.71	\$184.20	\$250.72	\$197.81	\$211.03	\$229.29	\$215.21	\$234.25	\$226.31	\$262.60	\$199.83	\$276.03	\$246.25	\$218.61
Total Specialty Plan Cost	\$178,342	\$151,982	\$222,746	\$553,070	\$162,052	\$265,760	\$135,401	\$563,212	\$213,556	\$172,920	\$233,797	\$620,274	\$283,383	\$142,736	\$337,794	\$763,913	\$2,500,470
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%	37.8%	35.0%	40.7%	27.0%	45.7%	38.9%	38.5%

Total Component/Date of Service (Month)	2025 01	2025 02	2025 03	2025 Q1	2025 04	2025 05	2025 06	2025 Q2	2025 07	2025 08	2025 09	2025 Q3	2025 10	2025 11	2025 12	2025 Q4	2025 YTD
Membership	2,643	2,621	2,606	2,623	2,600	2,596	2,608	2,601	2,602								
Total Days	102,714	89,787	101,595	294,096	93,046	97,681	94,960	285,687	94,569								
Total Patients	1,065	1,038	1,032	1,554	1,012	991	999	1,463	972								
Total Plan Cost	\$556,217	\$612,671	\$608,210	\$1,777,098	\$743,532	\$779,323	\$741,628	\$2,264,483	\$772,522								
Generic Fill Rate (GFR) - Total	86.8%	83.9%	84.4%	85.1%	84.2%	83.1%	84.7%	84.0%	83.6%								
Plan Cost PMPM	\$210.45	\$233.75	\$233.39	\$225.81	\$285.97	\$300.20	\$284.37	\$290.17	\$296.90								
% Change Plan Cost PMPM	10.9%	38.4%	17.7%	21.6%	55.2%	19.7%	43.8%	37.5%	29.5%								
Total Specialty Plan Cost	\$200,212	\$247,988	\$185,556	\$633,756	\$330,464	\$346,193	\$357,502	\$1,034,159	\$367,628								
Specialty % of Total Specialty Plan Cost	36.0%	40.5%	30.5%	35.7%	44.4%	44.4%	48.2%	45.7%	47.6%								

Top Indications

SOUTHERN COASTAL HLTH INS FUND (Current Period 01/2025 - 07/2025 vs. Previous Period 01/2024 - 07/2024) Peer = Government - National Preferred Formulary



			Current Period						Previous Period						Trend
Rank	Peer Rank	Indication	Market Share	Adjusted Rx	Plan Cost	Plan Cost PMPM	GFR	Peer GFR	Market Share	Adjusted Rx	Plan Cost	Plan Cost PMPM	GFR	Peer GFR	Plan Cost PMPM
1	4	WEIGHT LOSS	27.8 %	939	\$1,045,073	\$57.18	1.8 %	4.1 %	25.5 %	534	\$590,329	\$35.70	3.0 %	5.5 %	60.2 %
2	2	INFLAMMATORY CONDITIONS	20.7 %	199	\$777,805	\$42.56	38.7 %	29.7 %	18.3 %	130	\$424,328	\$25.66	42.3 %	33.9 %	65.8 %
3	1	DIABETES	18.6 %	1,749	\$698,661	\$38.23	25.4 %	23.8 %	23.9 %	1,630	\$551,881	\$33.38	28.6 %	25.8 %	14.5 %
4	3	CANCER	8.4 %	104	\$315,441	\$17.26	78.8 %	75.4 %	5.0 %	43	\$116,248	\$7.03	79.1 %	76.2 %	145.5 %
5	5	ATOPIC DERMATITIS	4.7 %	309	\$174,679	\$9.56	80.6 %	80.3 %	5.7 %	291	\$132,964	\$8.04	81.8 %	84.2 %	18.9 %
6	8	MULTIPLE SCLEROSIS	4.2 %	32	\$158,134	\$8.65	37.5 %	48.1 %	1.6 %	15	\$37,628	\$2.28	60.0 %	47.5 %	280.2 %
7	10	GROWTH DEFICIENCY	4.1 %	32	\$154,062	\$8.43	0.0 %	0.0 %	3.6 %	19	\$83,537	\$5.05	0.0 %	0.0 %	66.9 %
8	9	ENZYME DEFICIENCIES	4.1 %	23	\$153,436	\$8.40	60.9 %	20.8 %	7.9 %	15	\$183,325	\$11.09	100.0 %	18.1 %	-24.3 %
9	7	HIV	3.8 %	40	\$143,583	\$7.86	2.5 %	20.4 %	4.3 %	28	\$100,396	\$6.07	0.0 %	21.4 %	29.4 %
10	6	MIGRAINE HEADACHES	3.5 %	177	\$132,106	\$7.23	35.0 %	51.3 %	4.0 %	155	\$92,095	\$5.57	46.5 %	52.6 %	29.8 %
Total Top 10				3,604	\$3,752,980	\$205.35	26.6 %	32.5 %		2,860	\$2,312,731	\$139.87	31.6 %	35.2 %	46.8 %

Top Drugs

SOUTHERN COASTAL HLTH INS FUND (Current Period 01/2025 - 07/2025 vs. Previous Period 01/2024 - 07/2024) 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	8	ZEPBOUND	WEIGHT LOSS	N	510	100	\$522,903	\$28.61	159	47	\$156,658	\$9.47	202.0 %
2	12	WEGOVY	WEIGHT LOSS	N	404	71	\$516,032	\$28.24	337	85	\$422,188	\$25.53	10.6 %
3	7	STELARA	INFLAMMATORY CONDITIONS	Y	14	2	\$181,793	\$9.95	6	2	\$42,669	\$2.58	285.5 %
4	4	OZEMPIC	DIABETES	N	191	33	\$177,708	\$9.72	115	27	\$102,281	\$6.19	57.2 %
5	1	MOUNJARO	DIABETES	N	170	29	\$172,191	\$9.42	108	26	\$106,636	\$6.45	46.1 %
6	9	DUPXENT PEN	ATOPIC DERMATITIS	Y	40	7	\$112,708	\$6.17	40	7	\$102,550	\$6.20	-0.6 %
7	46	KISQALI	CANCER	Y	7	1	\$107,015	\$5.86	NA	NA	NA	NA	NA
8	42	KESIMPTA PEN	MULTIPLE SCLEROSIS	Y	14	2	\$99,854	\$5.46	NA	NA	NA	NA	NA
9	19	TREMFYA ONE-PRESS	INFLAMMATORY CONDITIONS	Y	10	2	\$91,144	\$4.99	NA	NA	NA	NA	NA
10	165	ALECENSA	CANCER	Y	7	1	\$91,044	\$4.98	9	1	\$115,277	\$6.97	-28.5 %
11	257	PALYNZIQ	ENZYME DEFICIENCIES	Y	9	1	\$90,573	\$4.96	NA	NA	NA	NA	NA
12	23	TALTZ AUTOINJECTOR	INFLAMMATORY CONDITIONS	Y	16	3	\$89,860	\$4.92	19	3	\$101,022	\$6.11	-19.5 %
13	10	SKYRIZI PEN	INFLAMMATORY CONDITIONS	Y	13	3	\$82,880	\$4.53	9	1	\$56,009	\$3.39	33.9 %
14	203	CALQUENCE	CANCER	Y	5	2	\$72,296	\$3.96	NA	NA	NA	NA	NA
15	34	BIKTARVY	HIV	N	16	2	\$63,294	\$3.46	16	2	\$58,447	\$3.53	-2.0 %
16	370	SAPROPTERIN DIHYDROCHLORIDE	ENZYME DEFICIENCIES	Y	14	2	\$62,863	\$3.44	15	2	\$183,325	\$11.09	-69.0 %
17	87	ENBREL	INFLAMMATORY CONDITIONS	Y	8	1	\$62,650	\$3.43	8	1	\$57,024	\$3.45	-0.6 %
18	69	NGENLA	GROWTH DEFICIENCY	Y	10	2	\$58,748	\$3.21	6	1	\$40,597	\$2.46	30.9 %
19	26	SKYRIZI ON-BODY	INFLAMMATORY CONDITIONS	Y	6	1	\$52,345	\$2.86	NA	NA	NA	NA	NA
20	85	GENOTROPIN	GROWTH DEFICIENCY	Y	13	2	\$52,247	\$2.86	10	1	\$32,100	\$1.94	47.3 %
21	22	FARXIGA	DIABETES	N	90	14	\$49,356	\$2.70	71	15	\$36,690	\$2.22	21.7 %
22	152	GENVOYA	HIV	N	12	1	\$46,406	\$2.54	6	1	\$21,387	\$1.29	96.3 %
23	31	NURTEC ODT	MIGRAINE HEADACHES	N	28	10	\$45,993	\$2.52	27	6	\$38,337	\$2.32	8.5 %
24	56	OMNIPOD 5 DEXG7G6 PODS (GEN 5)	DIABETES	N	65	10	\$45,875	\$2.51	68	10	\$45,869	\$2.77	-9.5 %
25	11	JARDIANCE	DIABETES	N	78	13	\$45,231	\$2.47	66	9	\$36,431	\$2.20	12.3 %
Total Top 25					1,750		\$2,993,011	\$163.77	1,095		\$1,755,497	\$106.17	54.3 %

[illegible]





Wellness Perks



Who qualifies for this enhancement?

All members can take advantage of this online premium savings program at no extra cost.

How do Wellness Perks add value for members?

- Helps members save money on recognizable brands for oral health, hearing care, and lifestyle needs
- Promotes year-round wellness for members and their families
- Increases member satisfaction and engagement with their benefits package

Where can I find more information?

- DeltaDentalNJ.com/Perks
- DeltaDentalCT.com/Perks

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Delta Dental of New Jersey
Delta Dental of Connecticut
09-2025



Hearing Savings Program with complimentary access to significant savings on hearing aids and services



A comprehensive savings marketplace with member discounts and deals on everything from flights and groceries to electronics and entertainment



Exclusive discounts on Oral-B electric toothbrushes, replacement brush heads, water flossers, and more



Special pricing on a range of products, including Philips Sonicare, Avent mother-and-baby products, and Norelco shaving and grooming products



Discounts on curated children's oral health kits



Protect smiles with ADA-accepted, Delta Dental-branded mouthguards



Exclusive savings on toothbrush and mouthguard shields

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
CONSENT AGENDA
September 22, 2025**

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 26-25: 2026 Budget Introduction.....	Page 42
Resolution 27-25: Approval to go into Executive Session	Page 43
Resolution 28-25: Approval of August and September Bills list	Page 44

RESOLUTION NO. 26-25

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
INTRODUCTION OF THE 2026 PROPOSED BUDGET**

WHEREAS, The Southern Coastal Regional Employee 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 22, 2025 in Public Session to introduce the proposed budget for the 2026 Fund Year; and

BE IT FURTHER RESOLVED that a hearing on the 2025 budget in the amount of **\$191,230,316** shall be held at the Fund's regularly scheduled and advertised meeting on October 27, 2025. The 2026 budget shall be considered for adoption at a second reading at that time and after the completion of a public hearing.

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: September 22, 2025

BY: _____

CHAIRPERSON

ATTEST:

SECRETARY

RESOLUTION NO. 27-25

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
(THE "FUND") RESOLUTION TO ENTER INTO CLOSED SESSION**

BE IT RESOLVED by the Southern Coastal Regional Employee Benefits Fund, pursuant to the provisions of the Open Public Meetings Act, that it meet in closed session to discuss the following subject matter:

- Procurement
- Contracts

AND BE IT FURTHER RESOLVED that, as precisely as can be determined at this time, the discussion conducted in the said closed session can be disclosed to the public upon taking final action thereon, provided disclosure shall not violate the attorney-client privilege or constitute an undue invasion of privacy; and

BE IT FURTHER RESOLVED that, the Executive Committee will return to open session after this meeting and may take formal action.

ADOPTED: September 22, 2025

BY: _____
CHAIRPERSON

ATTEST:

SECRETARY

RESOLUTION NO. 28-25

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
APPROVAL OF THE AUGUST AND SEPTEMBER 2025**

WHEREAS, the Southern Coastal Regional Employee Benefits Fund held a Public Meeting on **September 22, 2025** 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 August and September 2025 for consideration and approval of the Executive Committee; and

WHEREAS, The Treasurer for the Fund presented a Treasurers Report which detailed the claims payments and imprest transfers for the Fund for the Month of July for all Fund Years 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 August and September 2025 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.

NOW, THEREFORE BE IT FURTHER RESOLVED, the Commissioners of the Executive Committee of the Southern Coastal Regional Employee Benefits Fund hereby approve the Treasurers Report as furnished by the Treasurer of the Fund and concur with actions undertaken by the Treasurer, in accordance with the laws and regulations promulgated by the State of New Jersey for Municipal Health Insurance Funds.

ADOPTED: SEPTEMBER 22, 2025

BY: _____
CHAIRPERSON

ATTEST:

SECRETARY

APPENDIX I

**SOUTHERN COASTAL REGIONAL EMPLOYEE BENEFITS FUND
OPEN MINUTES
JULY 28, 2025**

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 2025 EXECUTIVE COMMITTEE

Richard Davidson	Chair	Present
Pasquale Yacovelli	Secretary	Present
Jerry Velazquez	Executive Committee	Present
Megan Duffield	Executive Committee	Present
Laurie Ryan	Executive Committee	Present
Scott Musterel	Executive Committee	Absent
Mark Mallet	Executive Committee	Present
Frank Badessa	Executive Committee Alternate	Present
Dennis Zakroff	Executive Committee Alternate	Present
Kevin Smaniotto	Executive Committee Alternate	Present

PRESENT FUND PROFESSIONALS:

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

FUND AUDITOR: **Dennis Skalkowski - Absent**

FUND ATTORNEY: **John Carlton**

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

FUND TREASURER: **Lorraine Verrill**

AETNA: **Jason Silverstein - Absent**

AMERIHEALTH: **Kristina Strain**

EXPRESS SCRIPTS: **Hiteksha Patel**

DELTA DENTAL: **Crista O'Donnell**

ALSO PRESENT:
See last page of Appendix I

APPROVAL OF MINUTES: JUNE 3, 2025- Open

MOTION TO APPROVE OPEN MINUTES OF JUNE 3, 2025

Moved: Commissioner Musterel
Second: Commissioner Yacovelli
Vote: Unanimous

CORRESPONDENCE - None **EXECUTIVE DIRECTOR'S REPORT**

FAST TRACK FINANCIAL REPORT – Mrs. Koval reviewed the April and May financials. She stated that both are showing a loss.

NO SURPRISES ACT LEGISLATION CLAIMS

Row Labels	Sum of Arb Fee	Sum of Admin Fee	Sum of Arb Decision Amount	Count of Arb Decision/Result
Closed by IDRE Due to Incorrect Batching		\$50.00	\$0.00	9
Dismissed	\$1,595.00	\$2,305.00		18
Loss	\$45,614.00	\$11,200.00	\$845,358.81	115
Rebutted	\$1,290.00	\$230.00		2
Resubmission Required				2
Summary Judgment	\$4,390.00	\$1,085.00	\$45,748.00	11
Win	\$6,509.00	\$2,510.00	\$0.00	21
Withdrawn	\$790.00	\$165.00	\$0.00	4
(blank)	\$7,644.00	\$2,200.00		
Grand Total	\$67,832.00	\$19,745.00	\$891,106.81	182

The No Surprises Act (NSA) took effect January 1, 2022, and was designed to protect patients from surprise medical bills, particularly in emergency and out-of-network (OON) situations. While successful in curbing balance billing for consumers, the implementation of the law has led to significant unintended consequences for employer-sponsored health plans, particularly those that are self-funded. The Independent Dispute Resolution (IDR) process, a core element of the NSA, has been marked by high volume, provider-favorable outcomes, and substantial administrative burdens. This summary outlines the law's mechanics, its financial and operational impact on employers, and the urgent need for reform.

Understanding the NSA and the IDR Process - Under the NSA, when a patient receives OON emergency care or services from ancillary providers at in-network facilities, the provider and health plan must negotiate reimbursement without billing the patient beyond in-network cost sharing. If no agreement is reached, either party may initiate the IDR process, wherein a certified arbitrator selects one party's proposed payment. Initially, the "Qualified Payment Amount" (QPA) was intended to serve as the primary benchmark in IDR cases. The QPA represents the median in-network rate for a service in a geographic area. However, legal challenges and court rulings have allowed arbitrators to weigh other factors more heavily, such as provider experience and case complexity. Right or wrong, this has diluted the intended cost-containment role of the QPA.

The Disproportionate Impact on Employers Plan Sponsors – Employers and Plan Sponsors, and particularly those with self-funded plans, are bearing the brunt of NSA-related cost increases. The financial impact arises from both the direct cost of arbitration awards and the indirect administrative expenses tied to compliance and dispute resolution. Here are some data points that put the added costs into perspective:

1. Provider-Favored Arbitration Outcomes

- Providers win an estimated 85% of emergency-related IDR cases.
- Average payment awards in these cases are roughly 2.7x the QPA, with some cases reaching as high as 4x Medicare rates.

2. High Prevalence of Emergency Room Disputes

- Approximately two-thirds of all IDR disputes relate to emergency services.
- From Q1 2023 to Q2 2024, about 1.24 million surprise billing disputes were filed, over 40% of which resulted in arbitration.

3. Escalating Employer Costs Consider a 'mid-sized' self-funded employer encountering 200 ER-related IDR cases annually (examples):

- QPA (benchmark): \$600
- Typical Award: \$1,620 (2.7x the QPA)
- Incremental Cost/Case: \$1,020

IMPACT:

- Annual Impact: \$204,000 in additional claims cost
- IDR Fees: \$315 to \$1,300 per case = \$63,000 to \$260,000 annually

4. National Cost Exposure

- With an estimated 500,000 ER-related disputes resolved over 15 months, total added cost to the system could be as much as \$500 million to \$700 million annually.
- Administrative and certified IDR entity fees alone add another \$105 million or more.

5. Administrative Burden and Compliance Risk

- Employers must ensure TPAs comply with IDR timelines and manage disputes. The costs of which are simply passed back to the employer.
- Compliance involves tracking QPAs, submitting documentation, and responding within strict timeframes.
- Legal volatility due to shifting federal court rulings has made consistent compliance difficult.

NSA Reform Proposals - There is growing recognition of the strain NSA has placed on employers and plan sponsors. Legislative and regulatory proposals are emerging from Congress and the administration. HR 9572 in the US House offers a series of fixes intended to rein in payments that are far more than the QPA that lead to increased financial exposure to self-funded plans.

2024 FUND YEAR AUDIT

A Finance Committee meeting was held on June 18th with a representative from Bowman and Company to review the Audit in detail. Since there were no comments or recommendations, the finance committee is recommending ratification. Resolution 21-25 is included in the agenda with an affidavit for all signature of all present commissioners.

Resolution 22-25 is included in consent for the closing of the 2023 fund year.

NEW MEMBER - VINELAND HOUSING AUTHORITY

At the last meeting, the Program Manager notified the Fund that the Vineland Housing Authority accepted a proposal from the Fund. Below are the underwriting details which our actuary has certified. The group is running very well and believe this is a good fit for the Fund.

New Member Overview	
Fund	Coastal HIF
Entity	Vineland Housing Authority
County	Atlantic
Effective Date	9/1/2025 - 6/30/2026
Lines of Coverage	Medical & Rx
Eligible Employees	28
Retiree Coverage	Yes: Retirees pay full premium
Current Arrangement	State Health Benefits
Actuary Certification	Yes: Standard Underwriting Methodology
Broker	Allen Associates
Run Out Claims	State Health Benefits
Member approval?	Indemnity and Trust Agreement received
Special Requests	None

Resolution 23-25 is in consent.

QPA THRESHOLD

The State Treasurer recently increased the minimum bid threshold to \$53,000 for bids using a QPA. The Fund QPA recommended Resolution 24-25 for action to recognize this change.

MRHIF UPDATE

The MRHIF met twice since the last meeting. Commissioner Ryan was in attendance.

The following action items were taken:

1. Final Audit was approved and filed with the State. There were no comments or recommendations
2. An almost \$7M dividend was released. The Coastal HIF share of the dividend is \$1,285,285 and has already been received.

COOPERATIVE PURCHASING SYSTEM – MEDICAL THIRD-PARTY ADMINISTRATOR (TPA) BID

After months of discussion with the Office of the State Comptroller, the Health Insurance Cooperative Purchasing System (HICPS) is preparing Medical TPA prequalification regulations that must be presented and adopted at a public hearing prior to bid release. On June 19th, the local Fund HICPS representatives held a meeting to review and discuss the regulations, which a Coastal representative was in attendance.

A public hearing was held on July 1st at 3:00 PM via Zoom. This hearing specifically allowed the opportunity to comment, review, and adopt the prequalification regulations which will be used to determine qualified bidders for the Medical TPA bid specification for all Funds within the HICPS.

A certified copy of the prequalification regulations was filed with the Division of Local Government Services and recently approved. The final approval is with the Office of the State Comptroller. Once released, the responses from the prospective bidders will be reviewed and those that are determined to be qualified bidders will receive the bid specifications for the TPA services.

The final evaluation will be reviewed by the Cooperative representatives from each local Fund then recommend the contract award in early Fall.

PCORI AND A4 SURCHARGE FEES

The PCORI is an independent, nonprofit research organization that seeks to empower patients and others with actionable information about their health and healthcare choices.

As part of the Affordable Care Act (ACA) group health plans are required to pay an annual fee, which is a certain dollar amount per enrollee contributing to the PCORI effort. The fee is considered in the Fund's budget development and paid by the PERMA Accounting team on behalf of all our medical groups. This fee will be paid in July.

In addition, all School Board members that are not in the State Health Benefits Fund are surcharged for retiree benefits. The Fund has one School Board that the Fund will pay this fee in July on its behalf, which was included in its rates upon joining the Fund.

PROGRAM MANAGER REPORT

Mr. Allen spoke about the SHBP and the increase they are seeing.

Mr. Allen reviewed the prospects below.

Vineland Housing Authority

- SOLD eff 9/1/25-Implementation ongoing

Bridgeton, City of

- Claims request

City of Vineland

- Claims requested

City of Millville

- Claims requested

Cape May County Special Services

- Under review

Commercial Twp (muni)

- Claims requested

Lower Alloway Creek Twp

- DTQ

Lower Twp (muni)

- Claims being requested

Somers Point, City of

- Claims request letter pending

Lower Twp MUA

- Claims request letter pending

Mullica Twp (muni)

- Under review

Upper Twp (muni)

- Med claims rec'vd; pending Rx claims

WELLNESS UPDATE:

Mr. Corey Allen stated both deadlines for 2025 wellness applications have now passed. **This year we received 19 applications for 2025 totaling \$223,000.** This is expected to continue to grow as more last-minute submissions roll in. This would put us almost \$30k over our budget – which is a good problem to have. We look forward to an even more successful year in 2026.

There will be a resolution at the next meeting to pull funds from contingency for the wellness program. The Wellness Committee will meet to discuss the plan and ratification will take place at the September meeting.

GUARDIAN NURSES – A representative from Guardian Nurses reviewed the Summary provided in the agenda for the months of May and June vs prior year period.

TREASURER – Deputy Treasurer reviewed the June and July Bills list. She stated that the in the month of May the fund gained over \$100,000 in interest.

FUND ATTORNEY- No report.

AETNA – Mr. Silverstein reviewed the Claims for the month of April, May and June. He introduced his colleague Sophie who will be assisting with open enrollment. He stated that in reference to the NSA, Aetna will be working very close with PERMA on this issue. He stated that there were 3 high cost claims for April and 6 for May. He reviewed the dashboard metrics stated that the metrics continue to perform well.

AMERIHEALTH ADMINISTRATORS – Ms. Strain reviewed the claims for June 2025.

EXPRESS SCRIPTS – Ms. Patel reviewed the report included in the agenda which is utilization through May 2025 which includes the total plan costs, generic fill rates. She reviewed the top ten indications and top 25 drug utilization.

DELTA DENTAL – Absent.

CONSENT AGENDA

MOTION TO APPROVE THE CONSENT AGENDA AS DISCUSSED:

MOTION: Commissioner Musterel

SECOND: Commissioner Velasquez

VOTE: Roll Call – 9 Ayes, 0 Nays

OLD BUSINESS: None.

NEW BUSINESS: None.

PUBLIC COMMENT: none.

MOTION TO ADJOURN:

MOTION: Commissioner Musterel

SECOND: Commissioner Duffield

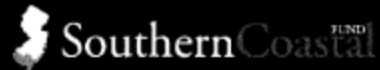
VOTE: Unanimous

MEETING ADJOURNED: 1:29pm

NEXT MEETING: September 22 2025

12:30 PM, The Greenview Inn at Eastlyn Golf Course Vineland, NJ

Name	Firm / Entity
Rick Allen	SHA
Rick Alessandrini	
Gerry Cowan	
Susan Costa	
Courtney Adamonis	
Craig Allen	
Sina Murray	
Yang Truongme	
Leo Thongson	
Paul Gallorell	Bridgeton
S. Fisher	Eldorado Nurses
P. Spitzer	
Bob Ann	
Casper Byrne	J. Byrne Agency
Jim Roubay	J. Byrne Agency
Megan Duffield	CCBYE
Hitesha Patel	ESI
Scott Marshall	VBDE
Tom Kirver	Glenn Insurance
Dennis Zakoff	Capital One (Vantage Network)
Joe Madeka	Hardenberg's Ins. Group
Dr. F. Zappella	VDT S
Georganna Marian	Conner Strong & Bucklew

[illegible]

Finance Committee Meeting – Coastal HIF 2026 Budget Review
September 17, 2025 - TEAMS

Attendees:

Richard Davidson – Chair of the Finance Committee
Jerry Velazquez, Finance Committee Member
Scott Musterel, Finance Committee Member
Rich Allen, Allen Associates
Susan Dortu, Allen Associates
Corey Allen, Allen Associates
Rich Allen, Allen Associates
Rick Alessandrini, Allen Associates
Courtney Adamonis, Allen Associates
Gerald Cowan, Allen Associates
Emily Koval, PERMA
Brandon Lodics, PERMA
Jordyn Robinson, PERMA

The Finance Committee convened to discuss the Coastal HIF 2026 Budget, with participation from the Program Manager's Office and the Executive Director's Office. Mr. Davidson emphasized the importance of addressing the budgetary concerns and ensuring a thorough review of all components.

Budget Overview

Ms. Koval provided an in-depth presentation on the unique aspects of the 2026 budget. She explained that the budget is impacted by a six-month lag for members starting on July 1, which affects claims projections and assessments.

Key highlights included:

Medical Claims: Projected increase of 13.5% reflecting industry-wide trends in healthcare costs

Prescription Claims: Projected increase of 29.7%, driven by industry-wide challenges such as GLP-1 medications and cancer treatments. Ms. Koval noted that while not all members have prescription coverage through the fund, the impact of these trends is being felt across the state.

Dental Claims: Projected increase of 52%, skewed by the loss of a major group within the dental population. Ms. Koval clarified that the actual increase charged to members would be lower than 52%, as the actuary's projection includes adjustments for this anomaly.

Ms. Koval noted that while these projections are necessary for actuarial certification, the actual increases charged to members may differ due to the lag period and adjustments during assessments.

Rate Stabilization

The committee discussed the proposed \$4 million allocation to rate stabilization, which aims to address deficits from prior years and rebuild surplus reserves. Ms. Koval highlighted that the fund had experienced a deficit of \$1.5 million in 2024 and an additional \$3.4 million deficit in 2025. Without the stabilization fund, the total deficit would have been nearly \$5 million. Mr. Lodics clarified that each \$1 million added to the stabilization fund equates to approximately a 0.5% increase in assessments.

Mr. Velazquez expressed support for the \$4 million allocation, noting that it provides flexibility to adjust later if needed. He emphasized the importance of addressing deficits proactively rather than deferring costs. The committee agreed to introduce the budget with the \$4 million stabilization fund allocation and revisit the figure after further analysis.

Assessment Options

The committee reviewed options for adjusting member assessments based on loss ratios:

Outlier Adjustment: Groups with loss ratios above 110% would receive a 2.5% increase, while those below 75% would receive a 2.5% credit. This approach targets chronic underperformers and high performers.

Stricter Adjustment: All groups with loss ratios above or below 100% would receive adjustments, impacting more entities.

Mr. Davidson advocated for continuing the outlier adjustment method used in previous years, citing its fairness and consistency. Mr. Musterel requested to see the list of impacted groups before making a final decision. The committee preliminarily agreed to proceed with the outlier adjustment method.

Injectable Medications Issue

The committee addressed the issue of self-injectable medications, which are currently funded through medical claims but disproportionately impact certain groups. Ms. Koval proposed charging affected groups directly for these claims or exploring options to include them in prescription plans. Mr. Davidson supported charging the full amount to impacted groups, noting the need for fairness across the fund.

Mr. Cowan suggested obtaining quotes for adding injectables to prescription plans and comparing costs to determine the best solution. The committee agreed to revisit this matter after further analysis.

Wellness Program Expansion

Ms. Koval presented the increased budget for wellness initiatives, including the Advanta-based plan and the RAMP pilot program. This is a pilot program with one wellness coach, costing approximately **\$12,000 per month**. The committee discussed the potential for expanding the RAMP program fund-wide, which would require additional funding for multiple wellness coaches. Mr. Davidson recommended budgeting for a three-month lag to allow for a smooth transition if the program is deemed successful. Mr. Musterel raised questions about benchmarks for measuring the program's success. Ms. Koval acknowledged the difficulty of determining ROI but emphasized the program's potential to improve employee morale and health outcomes.

MRHIF Loss Ratios

The committee reviewed the MRHIF loss ratios, which have been unfavorable for four of the past five years, resulting in an overall loss ratio of 138%. Ms. Koval explained that this necessitates a higher increase for Coastal HIF compared to other funds.

Conclusion

The committee agreed to introduce the budget as presented, with the understanding that adjustments may be made before adoption. Ms. Koval will work with Allen Associates to finalize assessments and provide additional analysis on rate stabilization and injectable medication options.

Mr. Davidson thanked the committee for their efforts and emphasized the importance of collaboration in addressing the fund's challenges. The meeting adjourned with plans to reconvene for further discussions.

APPENDIX II



August 29, 2025

Honorable Representative Jeff Van Drew
United States House of Representatives
1001 Tilton Road
Suite 101
Northfield, NJ 08225

Re: The No Surprises Act

Dear Representative Van Drew,

I am writing in follow-up to a letter sent to your attention by Richard Kunze, Chair of the New Jersey Municipal Reinsurance Health Insurance Fund. As Chair Kunze noted, there are eight Health Insurance Funds (HIF) in New Jersey, and I am the chair of the Southern Coastal Health Insurance Fund, which includes municipalities/schools/organizations located in your Congressional District. I appreciate this opportunity to provide additional details regarding issues relating to the No Surprises Act (the Act) and its financial impact on Southern Coastal Health Insurance Fund members in your district of municipalities/schools/organizations.

The Southern Coastal Health Insurance Fund is owned and governed by its 31 member organizations, pooling resources to provide choice and value for employees while delivering savings for our member employers. Surpluses belong to members of our fund, not insurance companies, and the combined purchase strength delivers flexible, affordable, and customizable health benefits for employees. A list of our members' organizations is provided.

As employer health insurance providers, we pride ourselves on the equitable payment to health care providers who may be out of network (OON). Unfortunately, the Act's Independent Dispute Resolution (IDR) process has resulted in abuse by service providers, as well as unleashing a cottage industry of companies who are using the process to secure unreasonable awards and fees for OON claims. These awards and accompanying fees have no rational basis. They are adversely affecting the financial integrity of our Fund and encouraging OON providers to set unreasonable fees for their services to secure awards that are difficult to justify by any standard measure.

To date, Southern Coastal Health Insurance Fund has received \$891,106.81 in unforeseen arbiter awards accompanied by almost \$87,577.00 in arbitration fees, after the provider claims were originally processed. This cannot be sustained and will cause instability and financial harm, and unless addressed, the IDR process will ultimately harm local taxpayers and public employees.

The NSA has succeeded in reducing patient exposure to surprise medical bills, *but at a substantial and rising cost to our local government members*. The current IDR system disproportionately favors providers and leads to awards significantly

above market benchmarks. Combined with administrative burdens and legal uncertainty, the system places our Fund members at risk of financial strain and compliance errors.

As the chair of the Southern Coastal Health Insurance Fund, I would welcome the opportunity to meet with you at your earliest convenience to discuss remedies our members believe will address the shortfalls of the current IDR process while maintaining patient protection and the integrity of the law.

Sincerely,

Richard Davidson
Millville Public Schools
Chair, the Southern Coastal Health Insurance Fund

Encls.

cc: Honorable Representative Frank Pallone, Jr.