

**Town of Wethersfield
Insurance Committee Meeting
January 18, 2007**

The meeting was called to order at 5:45 PM by Chairperson Polly Moon.

Committee members present were Polly Moon, Sey Adil, Chris Bazinet, Paul Meade.

Also present were Chris Monroe, Savino Sturrock & Sullivan; Greg Bedula, TD BankNorth Insurance Agency; Tom Ragonese, Savino, Sturrock & Sullivan, Lisa Hancock, Finance Director, Town of Wethersfield; Karen Clancy, Director of Business Services, Board of Education and Jeff Kotkin, Town Council Liaison who arrived at 5:56PM

Members Excused Absence: Michael Fortunato, Christopher Lyons and Edward Rosania.

Public comments: no one was present from the public to speak.

Approval of Minutes:

A motion was made by Sey Adil to approve [the minutes from the December 21, 2006](#), and was seconded by Paul Meade. All unanimously voted in favor.

Report from Greg Bedula, TD Banknorth Insurance Agency

Mr. Bedula stated that they need to get a good handle on exposure basis. He stated that he will provide the Town with the annual questionnaire that needs to be completed.

Mr. Bedula discussed possible markets interested in the municipal side as being - Philadelphia, MEMIC for worker's compensation, MIRMA and Metroguard. He stated that he may be able to get a competitive quote from some of these agencies, adding that it may be a viable alternative to CIRMA. He stated at the very least they should obtain some competitive quotes for FY 07/08. Mr. Meade questioned if there are any drawbacks if we were to leave CIRMA. Mr. Bedula stated that there would absolutely be drawbacks; however, this process may provide some comparative information for review.

Report from Chris Monroe, Savino Sturrock & Sullivan

Mr. Monroe discussed an overview of the renewal. He provided his best estimate for a renewal rate with a 10% increase. He stated that Anthem's first pass is around 10% but may be reduced depending on claims over the next few months.

Mr. Monroe discussed marketing the health coverage with United Health Care, Aetna, and CIGNA looking at the cost and plan design. He stated that they must be able to duplicate benefit options. He stated that the Network Access Fee may have some cost savings. The process is moving forward.

Mr. Monroe discussed Anthem Claim Report. He stated that covered employees are consistent; and that we are in good shape. Our actual claim payments have resulted in 4 1/2% less than what was anticipated. He stated that this is the first time that we are 6 months into the year and we have not hit the historical large claim for stop loss reimbursement. Stop Loss payments are automatically credited to the Town. The Town will never fund more than \$100,000. Currently there are 5 claims at the \$50,000 threshold; 1 of those claims will in all likelihood hit the stop loss threshold. 9 people generated stop loss in the last year. He stated that he will continue to monitor claims over 50% of the threshold.

Mr. Monroe stated that the discounts value at 2,180,564 is approximately 40% and Anthem is in the appropriate range. The Town hit the cap of \$189,987 in October. Administrative Fees are based on a percentage of paid claims - as long

as claims are level or not drastic then this is ok - otherwise we can switch to per employee if the claims rise drastically.

Anthem Letter of December 13, 2006

Ms. Moon discussed the letter from Anthem dated December 13, 2006. She stated that Anthem made a donation to End Hunger CT on behalf of the Town of Wethersfield.

Discussion of RFP for Agents of Record

Ms. Moon opened up the discussion on the RFP's for Agents of Record for both Employee Benefits and for Property and Liability.

Ms. Moon stated that this will be done by sub-committee. RFP's are due by February 1, 2007. Review, set up interviews before our February 15, 2007 meeting; come to that meeting with recommendations. We will put standard questions together.

Sub-Committee - employee benefits: Sey Adil, Chris Bazinet, Chris Lyons.

Sub-Committee - P & L: Paul Meade, Mike Fortunato, Polly Moon

The Sub-Committee will meet the 1st week in February and contact people for interview.

Lisa Hancock recommended that the committee interview the candidates, preferably with the entire committee being in attendance for the presentations. Paul Meade suggested that it should be left up to the sub-committee whether to interview as a sub-committee or a total committee. There was discussion regarding whether there should be interviews at all. Lisa Hancock said that it is appropriate to have at least a short list of qualified firms to provide a presentation.

New Business

There was no new business to discuss.

Adjournment

Sey Adil moved for adjournment at 6:45 PM, seconded by Paul Meade. Motion carried unanimously.

Respectfully submitted,

Lisa A. Hancock
Director of Finance