

MEETING OF THE NEW JERSEY SMALL EMPLOYER HEALTH EXCESS
INSURANCE PROGRAM (SEHP)
OFFICE OF THE DEPARTMENT OF INSURANCE
TRENTON, NJ
NOVEMBER 3, 1993

SEHP BOARD MEMBERS IN ATTENDANCE

Fred Title, HIP/Rutgers
Emily Crandall, The Guardian
Valerie Bollheimer, NJDAG
Maureen Lopes, NJBIA
Melanie Willoughby, NJRMA
John Bellingham, BC/BS
Ken Black, DOH
Larry St. John, Traveler's
Anne Bossi, Prudential
Ken Robinson, Chubb
Barbara Pryor-Waugh, DOI
David Swords, Aetna Health Plans

S.E.H. PROGRAM

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I. Call to Order

A quorum being present, Maureen Lopes called the meeting to order, and advised that the public hearing would commence. A transcript of the public hearing is attached to these minutes. Maureen closed the public hearing and opened the regular session of the Board.

II. Review of Minutes

Larry St. John distributed the minutes of the October 20th meeting and minor changes were made and noted. They were accepted as amended and will be distributed at the next Board meeting. Maureen advised that she is working on a response to the Senate Oversight Committee letter and it is expected in the next few weeks.

III. Final Review of Policy Grids

Emily Crandall noted that the Board has agreed that some form of policy grid will be made available to the public and she moved that they be approved as provided. Larry St. John 2nd the motion. Maureen asked that HMO plan design grids also be made available and Emily agreed to have these within the next several days.

IV. Status of Hiring of a Public Relations Firm

Melanie Willoughby indicated that two proposals have been received from Wolcott/Thomas and CPR Medical Communications. The proposals will be reviewed by a joint committee of the Marketing Sub Committees of the Individual and Small Employer Boards prior to Thanksgiving. Maureen reminded the Board that the Individual Board has a short term contract.

Melanie also reviewed the status of the Buyer's Guide which is now in final draft form. Input was solicited from Board members with a reminder of providing input as soon as possible.

V. Status of the Hiring of an Executive Director

Larry St. John reviewed the status of this position by indicating that an ad was placed in the NY Times and The Star Ledger. 46 applicants have submitted credentials to the Board. A teleconference was held with Larry, Leon Moskowitz, Maureen Lopes, and Jim O'Connor to review the applicants. A consensus will be reached on which candidates will be selected to be interviewed by the Board. This group will present their suggestions to the Board at the November 17th meeting. It was noted that a strong list of candidates had been received.

The Board recessed at approximately 10:55, and reconvened at approximately 11:25.

When the Board reconvened, Melanie and Maureen offered that the recent State elections will possibly affect the implementation of the small group reform. Since the legislature will not have many post election sessions, it is likely that an extension could occur. Maureen suggested and the Board concurred, that she will write to the Whitman campaign to advise them of the Board's existence and of our position and progress with the implementation of the bill.

VI. Program Compliance and Plan of Operations Regulations

Valerie and Emily passed out comments from the OAL and the replacement pages associated with these comments. The compliance regulations will be filed with OAL by 11/5/93 and will be mailed to carriers on the mailing list. Emily advised that a question and answer guide is being developed with the DOI to address the most commonly asked questions.

Larry St. John offered that a public hearing on the Plan of Operations was held by the DOI with limited questions. He offered some minor changes to the Plan of Operations and made mention of one letter that was received after the comment period about the composition of the Board. Maureen offered that the law is very specific in this regard and that a response will be sent. Finally, Maureen will be providing assessments to the Board for Board and program operations in the near future.

VII. IHC Proposal Eligibility Regulation

The issue of which individual (s) are eligible to buy individual health coverage was discussed. Concern was raised over adverse selection as well as that the amount of deductible should not be the criteria for opting out of a group plan. In addition, discussion was also held on the thinking for using the delivery system as the criteria for opting out of the plan. The decision was made to communicate the SEH's position to the Individual Board and to reaffirm there is consensus on this issue with the SEH Board.

VIII. Educational Programs

Agreement was reached on the value of offering educational programs for the public and carriers. Maureen asked for suggestions on timing, an adequate means of communicating the sessions to carriers and for input on use of government facilities. The plans for holding these sessions will be announced by the next Board meeting.

IX. Miscellaneous

A motion as made by Emily Crandall and seconded by Ken Robinson to adopt the technical changes presented today to the Plan of Operations. With that business being completed the Board adjourned at approximately 11:58

Recorder of Minutes: David Swords, Aetna Health Plans