



Legacy, Milestones & Celebrations
June 16, 2017



ASBAIT's
Legacy,
Milestones &
Celebrations

- **Mission Statement**

- The mission of the Arizona School Boards Association Insurance Trust (ASBAIT) is to set the standard for **service**, **benefits** and **affordability** for health care of **Arizona's school employees and their dependents**.





ASBAIT's
Legacy,
Milestones &
Celebrations

- **ASBAIT Fortitude**

- Governance – by members for members
 - ✦ Formed in 1981
 - Providing excellent service & benefits to members for over 36 years
 - ✦ 3 Chairs elected by ASBAIT Trustees
 - Barbara Robey (1981-2009)
 - Dr. Ron Richards (2010-2013)
 - Charlotte Gates (2014-present)
- Benefits
 - ✦ Flexible
 - ✦ Comprehensive
- Service
 - ✦ Proactive
 - ✦ Transparency
 - ✦ Relationships
- Affordability
 - ✦ Stability
 - ✦ Long term strategies
 - ✦ Low Fixed Costs



Benefits, Services & Programs

• **Benefits Meeting a Need**

- Comprehensive & bundled program
- Multiple plans
- Flexibility to offer 3 of 9
 - ✦ Ranging from CoPay to HDHP
 - Most members have at least 2 plans
 - Funded plan by member
 - “Buy up” plan option for employee
- Ability to accommodate Arizona’s education entities of all sizes





Benefits, Services & Programs

● Strength in Partnering

- Meritain Health
 - ✦ TPA & Claims Admin
- Blue Cross Blue Shield of Arizona
 - ✦ PPO Network
- Aetna
 - ✦ Out-of-State Network, Out-of-Network Wrap, Stop Loss & Life Insurance Carrier
- Arizona School Plans, Inc
 - ✦ Marketing
- American Health Holding, Inc
 - ✦ Utilization, Case & Disease Management
- Teladoc
 - ✦ Visit with a doctor from comfort of home
- Scrip World
 - ✦ Prescription Benefit Manager (PBM)
- Alliance Work Partners
 - ✦ Employee Assistance Program (EAP)
- Interactive Health
 - ✦ Biometric Screening
- Edwards Risk Management, Inc
 - ✦ Consultant, Bookkeeping & Wellness
- Gust Rosenfeld, PLC
 - ✦ Legal representation
- Arizona School Boards Association
 - ✦ Sponsorship
- First Financial Group of America
 - ✦ Voluntary Products
- Bank of Arizona
 - ✦ Investments
- Doug Kienitz, CPA
 - ✦ Independent Auditor
- Buck Consultants, LLC
 - ✦ Independent Actuary

Benefits, Services & Programs

- **Add-On programs for employees & their dependents for better health & wellness**

- Wellness

- ✦ Working~Well Wellness
- ✦ EAP
- ✦ Biometric Screenings
- ✦ MOM – Mobile Mammography
- ✦ Flu Shots

- Claims Management Services

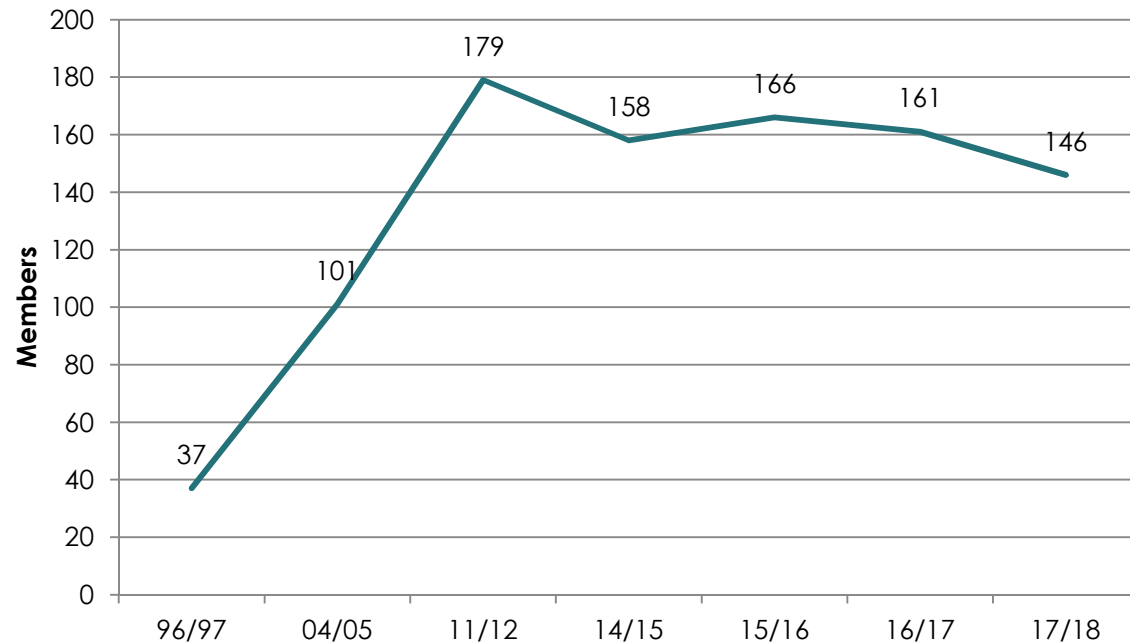
- ✦ Utilization
- ✦ Case
- ✦ Maternity
- ✦ Disease
- ✦ Rx Smart Savings





Membership

Membership History (Average Retention for last 5 years 96%)



- Currently ASBAIT is the Largest Group Health Trust in Arizona
- Market stability
 - Some members join, leave and return
- Rate Stability

Affordability

• Local Impact

- \$29M in refunds/savings for ASBAIT members
 - ✦ Members received Excess Contribution Refunds (ECR's) in the amount of \$3.5M over 3 years:
 - 05/06 ~ \$500k
 - 07/08 ~ \$1M
 - 11/12 ~ \$2M
 - ✦ Affordable Care Act (ACA) fees
 - ~\$4.2M over 4 years
 - ✦ Rate Offset \$21.3M (12/13-14/15)
- Maintain low fixed cost (8.1% for 2016/2017)





Affordability

- **Rate Stability**

- Overall Pool Increase of dollars funded
 - ✦ 10 Year Pool Average – 4.6%
 - ✦ 5 Year Pool Average – 5.3%
 - ✦ Current Pool Average – 7.9%
 - Blended (Med/Rx) Area Trend – 11.95%
- Risk sharing
 - ✦ Buying power
 - ✦ Minimize and stabilize rates
- Value of
 - ✦ Large claims
 - ✦ Specialty drugs
- Current Total Reserves of \$31M+



ASBAIT's
Legacy,
Milestones &
Celebrations

"In any given moment we have two options: to step forward in growth or to step back into safety."

- Abraham Maslow -

