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

The Arizona School Boards Association Insurance Trust (ASBAIT) has been successful in providing comprehensive and affordable employee health care benefit programs to participating Arizona school districts since 1981. I am humbled to represent the ASBAIT board of trustees as its chairman, especially given that I am now only the fourth person to chair this board in its 38 years of existence.

As the chairman, I am pleased to share with you the 2018–2019 annual report. ASBAIT continues to provide its members with stable and competitively priced coverage and benefits, along with exceptional service. This past year, ASBAIT introduced the Banner Health Network in Maricopa and Pinal Counties, with a positive response from the membership. Moving into 2019–2020, it is expanding to Pima County, as well. Joining this network puts us in a pool of over 300,000 insured, giving us access to great discounts for medical services. This saves our members money while maintaining rich health care plans. We have continued to expand the use of Teladoc in providing members with easy and convenient access to physicians, while reducing costly emergency room and urgent care visits.

For the policy year ending June 30, 2019, ASBAIT membership provided coverage to 126 entities covering over 21,000 employees and dependents, many of which have been members for 16+ years. Plus, we added a new member to the family this year.

ASBAIT’s history of low fixed costs leaves more dollars available for claims and preventive benefits. This has allowed ASBAIT to have an overall pool-funding increase in the single digits for the last twelve years. In 2011, ASBAIT returned an excess contribution refund of $2 million to its members. Since that time, ASBAIT has utilized its reserves to keep the renewals affordable for its membership.

In November 2018, ASBAIT held its first annual conference to provide other members with education, support, and a place to network and share best practices. The feedback received was very positive, showing the conference was successful and that the membership was eager to learn more. For those who were not able to attend the conference, regional meetings were held so they would be able to gain the knowledge of their peers, as well.

If you are an ASBAIT member, we appreciate your continued participation, and welcome your comments and evaluation. If you are not a participating member, we invite you to investigate ASBAIT and find out how your district can benefit from participation in ASBAIT.

The trustees and I are excited about the future of ASBAIT, as we continue down the path of innovation to increased member health and well-being. ASBAIT has been responding to the challenges in the health care field for over 38 years. Thank you for your continued support.

Sincerely,

Dr. Paul Tighe, Chairman

Timeline of Value Delivery

1981 ASBAIT was formed through an agreement and declaration of trust as a modified self-funded insurance program.

1988 The trust board consists of nine trustees, with at least one business manager, one board member and one superintendent, whose main goal is to make ASBAIT the best health benefits program for public educational entities.

1997 ASBAIT consists of 34 school districts with approximately 3,000 employees and $10 million in annual contributions.

2003 ASBAIT has grown to 103 school districts with 11,300 employees and $55.4 million in annual contributions.

2005 ASBAIT adds benefit enhancements including an Employee Assistance Program, 24-hour Nurse Line, Wellness Program, and Retiree Benefits.

2010 ASBAIT grows to 169 school districts with 26,100 employees and $140 million in annual contributions.

2012 ASBAIT expands their wellness program by offering onsite biometric testing and health coaching for all members.

2014 ASBAIT now offers three high-deductible health plans within their nine-plan portfolio with a health savings account offering.

2015 ASBAIT rolls out an enhanced telemedicine offering, where members can access a physician online at no cost.

2018 ASBAIT rolls out the new Banner|Aetna physician network, offering Maricopa and Pinal county members greater health care efficiency and affordability.
ASBAIT Members are made up of school districts, community colleges and association of school districts. ASBAIT members include covered employees and their dependents.
Over its 38-year tenure, ASBAIT’s strong financial position has not wavered. With its ample fund reserves, ASBAIT is able to provide savings to members in those years where unfortunate catastrophic claims occur.

Financial Position

- **Beginning reserve balance**: $30M
- **Medical claims expense**: $112M
- **Investment income**: $1.5M
- **Total claims and fixed costs**: $121M
- **Total revenue**: $113M
- **ASBAIT district/employee contributions**: $111M
- **Member savings**: $8M
- **Fixed expenses**: $9M
- **Ending reserve balance**: $22M

Member Health Support Services

- **ASBAIT self-funded medical plan**
- **Onsite Biometric Screenings**
  - 2,997 employees screened, an increase of 19.5% over prior year
  - 82.3% of ASBAIT members met their personal health goal
  - Biometric screenings led to a cost avoidance of 1.7:1
- **Employee Assistance Program**
  - 6.19% utilization rate (2-3% national average)
  - 40% increase in website registrations
  - 1,459 employees attended 64 hours of health fairs, orientations and trainings: up 28%
- **Personal Health Coaching**
  - Case Management annual savings of $4.6M
  - Pre-certification annual savings of $2M
  - 2,200 members engaged in nurse health coaching (220 individuals earned $25-$100 for participating)
- **Teladoc®**
  - 9.1% Annual Utilization (4-5% national average)
  - $1.2M of annual savings due to emergency room avoidance
  - 93% employee satisfaction
- **Onsite flu shots and mammograms**
  - 1,266 onsite mammograms completed
  - 4,313 onsite flu shots given
- **Working-Well Wellness Program**
  - 52 weekly health and safety tips
  - Monthly national health observances and quarterly health newsletters
  - Monthly Fitbit challenges
  - Healthy Holidays fall campaign (4,245 participated)
  - Ignite Your Insight spring campaign (4,326 participants)

Over its 38-year tenure, ASBAIT’s strong financial position has not wavered. With its ample fund reserves, ASBAIT is able to provide savings to members in those years where unfortunate catastrophic claims occur.
The Board of Trustees is committed to providing comprehensive, affordable group health care plans to its members. We provide our members with a choice of up to three benefit plans out of six PPO and three HDHP plans to offer to their employees for enrollment.

As of 7/1/2018, ASBAIT members have access to Aetna’s growing broad network, with over one million healthcare professionals nationwide. With our membership spread across the entire state of Arizona, we know how important it is for our members to have access to quality providers. By adding the Aetna physician network, our members gained access to hundreds of additional providers to ensure they get the care they need.

And those members in Maricopa, Pinal, and Pima* counties have access to the Banner/Aetna Network, a neighborhood approach providing members with a complete care team dedicated to improving cost and efficiency making it easier for members to get quality care.

ASBAIT members can count on the Banner Health Network for improved outcomes, first-class patient experience and reduced overall costs. Banner Health offers a clinically integrated network with:

- 2,440+ primary care doctors
- 1,000 specialists
- 27 hospitals
- 150+ urgent care centers
- 12 Banner Health centers
- 57+ walk-in clinics

ASBAIT is dedicated to the growth of our Banner Health Network as we look for more opportunities to expand throughout Arizona.

*Banner/Aetna network rolled out to Pima county members on 7/1/2019
Prescription Benefits
Members can count on

ASBAIT continually focuses on keeping members healthy and lowering overall health care costs with innovative and proactive approaches to pharmacy benefit management.

Proven Results:

- Medication Adherence: Identify members with chronic conditions that may need help taking their medications.
- Comprehensive Utilization Management: Promotes safe and effective medication use.
- Rx Smart Savings Program: Identifies lower cost alternatives for members.
- Retrospective Drug Utilization Review: Focusing on safety and closing gaps in care.
- Opioid Risk Management Program: Focuses on preventing opioid misuse, identifies at-risk members and supports those with dependency through successful recovery.

Member focus:
- Diabetes insulin and supplies available at a $5 copay (PPO plans)
- Convenience of 90-day supply for the same cost of a 60-day supply
- Dedicated specialty medication support through Banner Specialty Pharmacy

Proven Results:
Single-digit pharmacy trend

<table>
<thead>
<tr>
<th>% Utilization</th>
<th>Generics</th>
<th>87%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Brands</td>
<td>13%</td>
</tr>
</tbody>
</table>

Proven Prescription Benefit Management

11 Continuous Innovation for Your Well-being

Value-driven innovation

For more than 38 years, the Arizona School Boards Association Insurance Trust (ASBAIT) has set the standard for service, benefits and affordability for the healthcare of Arizona’s school employees and their dependents. As innovators, ASBAIT is always looking to raise the bar. Here’s how:

- Access to quality and efficient care with Aetna’s network of providers and the Banner | Aetna clinically integrated network
- Strong Member Advocacy team to proactively identify opportunity for member benefit savings
- Dedicated Account team to ensure members stay informed of their health care benefits
- Dedicated team of clinical nurses focused on improving member outcomes
- Large portfolio of programs and services, including wellness services, dental, vision and life insurance products, and each with administration of enrollment, billing and COBRA integration

ASBAIT is innovating to continue the journey towards increased member health and well-being.

- New HDHP designs providing additional premium savings options for schools
- New dental HMO plan through Employer Dental Services
- Mexico network through International Medical Solutions
- Annual ASBAIT Benefits Conference
- Expansion of the Banner | Aetna network in other areas of Arizona

By focusing on member health, ASBAIT is best positioned to continue setting the standard for service, benefits and affordability.
For more information on ASBAIT or how to become an ASBAIT member, contact Client Services at Meritain Health, 1.602.789.1170 or 1.800.762.2234
www.asbait.org