

ATLANTIC COUNTY INSURANCE COMMISSION
OPEN MINUTES
SPECIAL MEETING – November 13, 2020 at 11:00 A.M.
SPECIAL MEETING HELD TELEPHONICALLY via ZOOM
*In consideration of Executive Order No. 103 declaring a
Public Health Emergency in the State of New Jersey which was extended by
Executive Orders 119, 138, 151, 162, 171, 180, and 186.*

Special Meeting was called to order by Commissioner Woods. Open Public Meetings notice read into record.

PLEDGE OF ALLEGIANCE

ROLL CALL OF COMMISSIONERS:

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| Jacqueline Woods | Present |
| Tammi Robbins | Present |
| Janette Kessler | Not Present |
| Joseph Giraldo | Present |
| Michael Fedorko | Present |

FUND PROFESSIONALS PRESENT:

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| Executive Director PERMA Risk Management Services | Brad Stokes |
| Claims Administrator | <u>Qual-Lynx</u> Karen Beatty Kathy Kissane |
| | <u>Conner Strong & Buckelew</u> Jennifer Conicella Robyn Walcoff |
| CEL Underwriting Manager | Conner Strong & Buckelew |
| Attorney | James F. Ferguson |
| Treasurer | Bonnie Lindaw (not present) |
| Safety Director | J.A. Montgomery Risk Control Glenn Prince |
| Risk Management Consultant | Insurance Agencies, Inc. Michael Ridge Eugene Siracusa |
| | Glenn Insurance Michael Thomas (not present) |

ALSO PRESENT:

Rachel Chwastek, PERMA Risk Management Services
Chandra Anderson, Atlantic County

EXECUTIVE DIRECTOR’S REPORT:

Brad Stokes presented the Executive Director’s report which reviewed the RFQ’s advertised for actuary, auditor, and the defense panel. There were two responses for actuary, the incumbent Actuarial Advantage, and Madison & Company. The review team recommended staying with the incumbent. The only response for auditor was submitted by Bowman & Company, the incumbent. All the attorneys provided their submissions in time and there were two new entries, Parker McCay and Eric Bernstein.

Jim Ferguson reviewed the submissions for the RFP’s advertised for Executive Director, Risk Management Consultant, and Claims Administrator. There was one submission for Executive Director from the incumbent PERMA Risk Management Services. Their submission provided for a 2% increase each year for 2021, 2022, and 2023.

There were three submissions for Risk Management Consultant. The incumbent Glenn Insurance and Insurance Agencies, Inc., who have been the Risk Managers for the past six years, were the highest quote. Hardenberg Agency came in as the second highest quote, and Brown & Brown were the lowest. The review team recommended awarding to the lowest bidder, Brown & Brown. Jim Ferguson and Brad Stokes thanked the incumbent team of Glenn Insurance and Insurance Agencies for the outstanding work they have done for the Commission.

There were four submissions for the Claims Administrator. One submission was not considered because it failed to include claims administration and was deemed incomplete. The remaining three were scrutinized by the review team. Submissions were from the incumbent Qual-Lynx, Claims Resolution Corporation, and Inservco. Upon initial review, Qual-Lynx appeared to be the highest quote, however, once the review team diligently analyzed the proposals of Claims Resolution Corporation and Inservco it was determined they both use the same subcontractor for managed care, Medlogix. Additional fees are charged by Medlogix for discounting bills. The negotiated rates of Medlogix do not compare to the superior savings Qual-Lynx has with their provider panel, and that would drive up medical costs by hundreds of thousands of dollars. The medical provider panel of Qual-Lynx has all the doctors currently used and preferred by the Commission. Medlogix does not have preferred doctors on their panel. The superior service provided by Qual-Lynx is known to the Commission, therefore, it was a unanimous recommendation to award the contract to Qual-Lynx.

There were no questions.

MOTION TO APPROVE RESOLUTION 23-20 DESIGNATING THE EXECUTIVE DIRECTOR, RISK MANAGEMENT CONSULTANT, CLAIMS ADMINISTRATOR AND MANAGED CARE PROVIDER, ACTUARY, AND AUDITOR FOR THE FUND YEARS 2021 THROUGH 2023.

Motion: Commissioner Woods
Second: Commissioner Fedorko
Vote: 4 Ayes

MOTION TO APPROVE RESOLUTION 24-20 DESIGNATING THE DEFENSE PANEL FOR THE FUND FOR YEARS 2021 THROUGH 2023.

Motion: Commissioner Woods
Second: Commissioner Giraldo
Vote: 4 Ayes

OLD BUSINESS: None.

NEW BUSINESS: None.

PUBLIC COMMENT:

Commissioner Woods opened the meeting to public comment. Having heard no public comment the public session is closed. The next meeting will be held on December 11, 2020 at 11:00 A.M.

MOTION TO ADJOURN THE MEETING.

Motion: Commissioner Giraldo
Second: Commissioner Robbins
Vote: 4 Ayes

MEETING ADJOURNED: 11:15 A.M.

Minutes prepared by: Chandra Anderson, Secretary