

CUMBERLAND COUNTY FINANCE COMMITTEE
APRIL 27 2004, 2:00PM
SPECIAL MEETING

MEMBERS

PRESENT: Chairman Kenneth Edge
Commissioner Talmage Baggett
Commissioner John Henley

OTHERS: James Martin, County Manager
Amy Cannon, Asst. County Manager
Cliff Spiller, Asst. County Manager
Grainger Barrett, County Attorney
James Silman – Risk Management
Representatives from NCACC/BCBS
Representative from JSL/Doctors Direct
Representative from United Health Care
Mark Browder, Mark III
Marsha Fogle, Clerk

1. Discussion/consideration of medical insurance proposals

Mark Browder, Mark III, gave an overview of the top three vendors who submitted responses to the requests for proposals.

Mr. Browder noted that the finalists, JSL/Doctors Direct, United Healthcare and NCACC/BCBS all made excellent presentations. All three vendors emphasized their medical management capabilities, interaction with patients and physicians and their wellness initiatives. He noted the difficulty in evaluating the proposals and the difficulty in verifying the discounts.

Mr. Browder recommended the County stay with NCACC/BCBS because he said the differences between the three bidders are "razor thin". He noted that any of the three bidders would do an excellent job for the County. He said that it would be his preference to split the bids between two vendors; however, JSL/Doctors Direct can't get Pacific Life to agree to split the case and NCACC/BCBS does not want to split.

Commissioner Henley inquired about and discussed the differences among the bidders of the estimated actual expenditures versus the maximum capped expenditures. He said administrative fees, a known factor, would be less for the County if it went with JSL/Doctors Direct.

MOTION: Commissioner Henley moved that the Finance Committee recommend to the Board that the County go with JSL/Doctors Direct.

MOTION DIED FOR LACK OF A SECOND.

Commissioner Baggett said there was "no compelling" reason to change medical insurance carriers.

When asked, the County Manager recommended that the County continue to contract with NCACC/BCBS for medical insurance coverage. He noted that the unconfirmed prices from JSL/Doctors Direct and United Healthcare make it difficult to do comparisons.

MOTION: Commissioner Baggett moved to follow the recommendation of Mr. Browder and county management and recommend to the Board of Commissioners that the County continue our medical insurance coverage with NCACC/BCBS.

SECOND: Chairman Edge

DISCUSSION: Commissioner Edge inquired what other large counties contract with NCACC/BCBS to provide medical insurance. It was noted that Cumberland County is the largest county to contract with them. In seconding the motion, Chairman Edge noted he reserves the right to change his mind at the commissioners' meeting.

VOTE: FAVOR: Commissioners Baggett and Edge
OPPOSED: Commissioner Henley

Following some further discussion the following motion was offered:

MOTION: Commissioner Baggett moved to rescind the above motion.

SECOND: Commissioner Henley

VOTE: UNANIMOUS

The Committee will hold a special Finance Committee meeting on May 11, 2004, 2:00PM and revisit this issue. Hopefully by that date, more information will be provided that will allow the committee to better compare the bids.

MEETING ADJOURNED.

April 19, 2004