Panel Discussion
Planning for the Future:
Insurance Trends Impacting School Districts

Hosted by Mario Karcic, Jr

NJASBO 61st Annual Conference

Meet Your Panelist



Joseph Colombo
Area Vice-President
Arthur J. Gallagher

Joe Colombo brings over 30 years of experience working in the insurance industry. He started his career with Horizon BCBSNJ in the customer service area where he oversaw a number of Member Service Teams. He later moved into a sales role supporting large and national clients. In 2004 he became a broker focusing on working directly with school boards across the state.

He has implemented numerous Self-Insured Solutions which resulted in significant savings to districts and tax payers.

Joe has been recognized by Risk & Insurance Magazine as a "Power Broker" for his innovative cost containment solutions.

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Derek Jess
School Business Administrator
The City of Summit Public Schools

Started his career as the BA/Board Secretary in 2000 at Spotswood Board of Education. Later moved to Perth Amboy BOE in 2003 where he remained until 2021. He is the current BA for Summit Public Schools.

Served as the NJASBO President in 2012-2013 and was awarded SBA of the Year - 2016.

He has been responsible for over $100,000,000 in school renovation projects as well as the construction of multiple pre-schools and elementary schools.

Derek has experience in working with a variety of funding arrangements for Medical and Dental benefits, including Self-Insurance.

A founding member of the Benecard Co-Op Prescription Program.



Bernardo Giuliana, SFO, QPA
Assist Superintendent Business Operations
East Brunswick Public Schools

The Chief Financial Officer since 1994, he is responsible for and overseeing the $250m in annual Governmental and Business Type Operations, $302m in assets, and all aspects of district finance.

A Principal Member and Founder of BEMIGRAL Consultants, LLC, whose purpose is to provide guidance and support to clients across a spectrum of key areas.

A Founding Trustee and the Vice President of Roadmap to Recovery Resource Center Inc. a not for profit and charitable organization whose purpose is to provide interventions, referrals and broad-based assistance in recovery to facilitate positive changes focus is to facilitate positive change for young adults suffering from addictions.

Today's Topics

- Impact of Chapter 44 Legislation
- State of SEHBP
- Driving Costs- Current Medical Trends
- Retaining Talent

Chapter 44 Impact

- Promoted as Chapter78 Relief
- New employee contribution schedule (approx. 50% of C.78)
- Introduction of new plans
  - NJEHP
  - GSHP
- New plans have cost containment measures
  - Mandatory Generic Medications
  - Reduced Out of Network fee schedule
- Mandates only option for anyone hired after 07/01/2020

State of the SEHBP

- 2023 rate increase of 15.1%
  - 15.6% Medical
  - 10.8% Rx
- Significant increase due to:
  - COVID-19 (Cost of testing, treatment and spillover of non-essential care)
  - Rx Costs
  - Increased Utilization
    - Outpatient visits/emergency room/urgent care
  - Inflation
- 2024 Projection
  - Per AON Mid-Year Analysis issued March 27,2023 projecting a trend increase

Driving Costs- Current Medical Trends

- Increase spending in GLP-1 Drugs for off label use
- Out of Network Costs for Chiropractic, Physical Therapy and Acupuncture
- Specialty Pharmacy

Retaining Talent

- Combating the Great Resignation
- Role of Employee Benefits

Thank You and Enjoy the Conference!

Gallagher

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