

Cumberland County Commissioners' Finance Meeting

Agenda

Wednesday, October 12, 2016 - 1:30 PM
Commissioners Hearing Room
Courthouse, Carlisle PA

Present: Commissioners Vince DiFilippo, Jim Hertzler and Gary Eichelberger; Larry Thomas, Chief Clerk; Sandy Gurreri, Aging & Community Services; Bob Ritter, CNRC Administrator; Dana Best, Finance.

Call to Order: Commissioner DiFilippo, called the meeting to order.

Public Comment: None

Commissioner Vince DiFilippo welcomed everyone to the Finance meeting.

The Topic for Discussion:

Managed Care for Seniors: (see attachment)

Larry began by stating that we are going thru legislation with managed care. Mandates are being implemented on two main areas that deal with seniors. Sandy Gurreri stated that the agency Larry is referring to is Comprehensive Care Connections. We started some conversations with Pennsylvania Association of Area Agencies on Aging (P4A) because we would not be able to individually contract with the managed care organizations (MCO's) on our own. The Comprehensive Care Connections (C3) helps with the efficiencies needed to contract with managed care. Larry asked why the MCO's considered using the AAA rather than doing it themselves. Sandy answered because we come vetted and are an organization. Commissioner Hertzler asked her to explain the issue regarding Maximus. Sandy answered in April Maximus became the enrollment provider and helped people get the paperwork through to receive the medical assistance they needed.

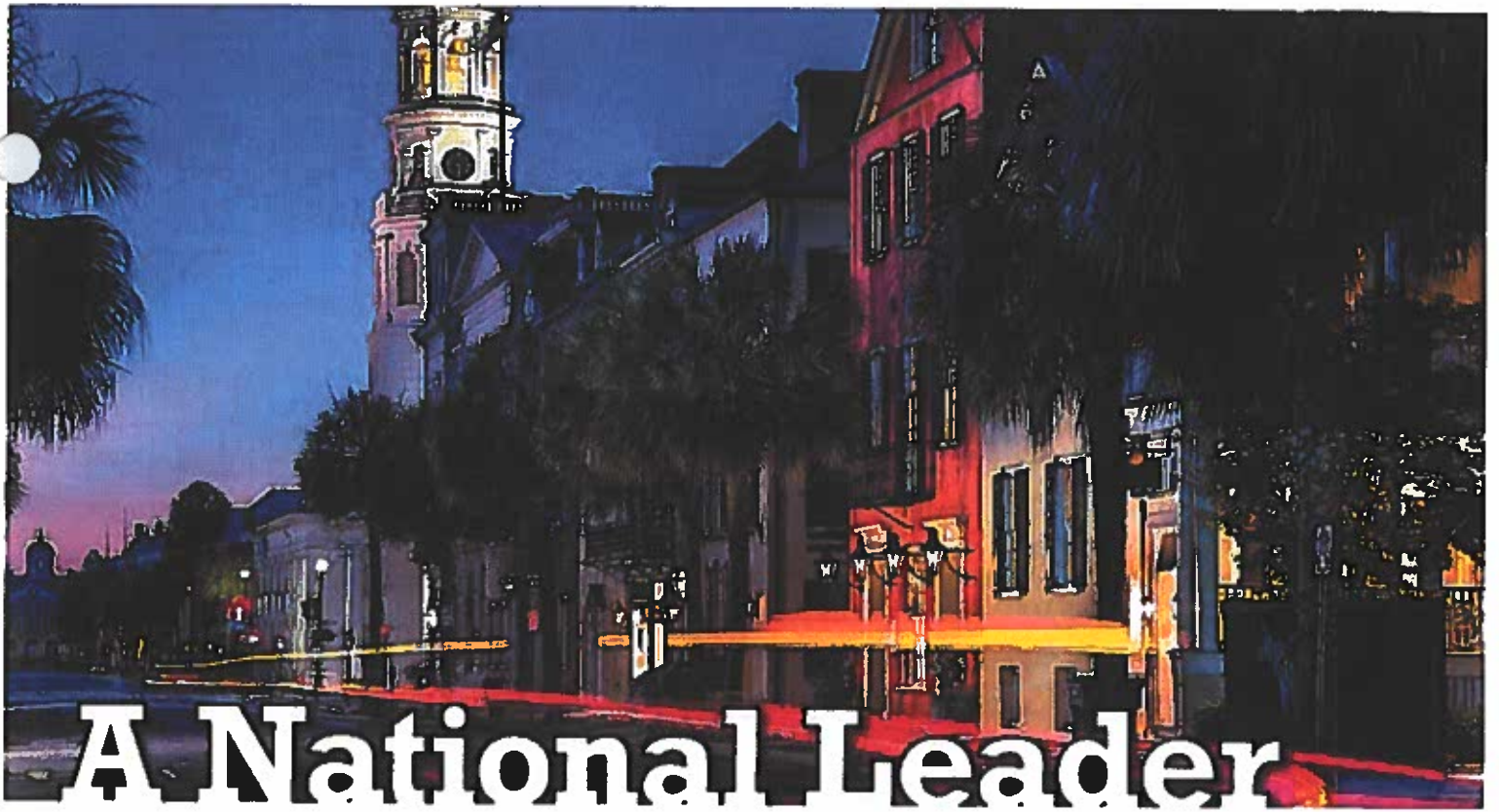
Bob Ritter stated that at this time managed care in every arena is very frustrating. We have five (5) Medicaid MCO contracts our average reimbursement is \$213.65 a day, we have nine (9) Medicare contracts our average reimbursement from that is between \$330.00 and \$548.00 a day. At the moment we are not very attractive to managed care organizations. They want to deal with facilities that have three and four stars. Our overall census is 275 so we are less than 3% managed care. We have to try to get the top level of reimbursement. We will not get rich doing managed care, but we need to participate so we are not left behind. Commissioner Hertzler asked when do we need to be prepared to present our case to the three MCO's. Bob answered six months prior to the meeting.

Other Business: None.

Adjourn: There being no further business to come before the Board, the meeting was adjourned.

Respectfully Submitted,

Kelly Herman
Administrative Assistant



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three+one is growing rapidly as we expand throughout the United States. Our client base and solution offerings continue to grow as we help public entities, higher education institutions, and banks navigate through the ever-changing landscape of banking due to the Dodd-Frank Wall Street Reform Act.

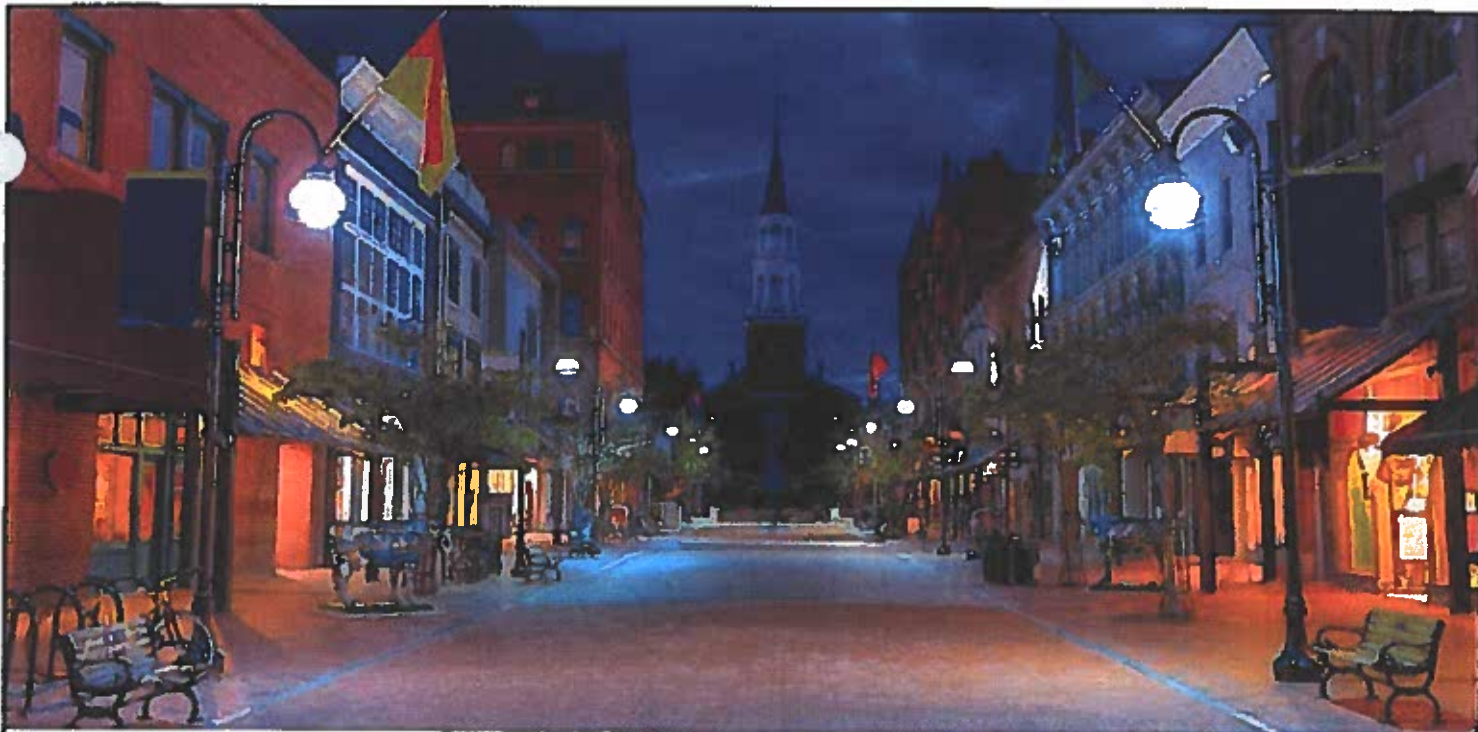


We are the only company in the country with the experience, technology, proprietary data models, and focus to collectively help both sides of the banking relationship, leading to new sources of savings and revenue.

We bring public entities, higher education institutions, and their banks together with the common goal of building stronger relationships among themselves and the communities they serve.

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We work with our clients and their banks to strengthen their relationship.

YOUR PERSPECTIVE

Our reports and recommendations are tailored to your needs.

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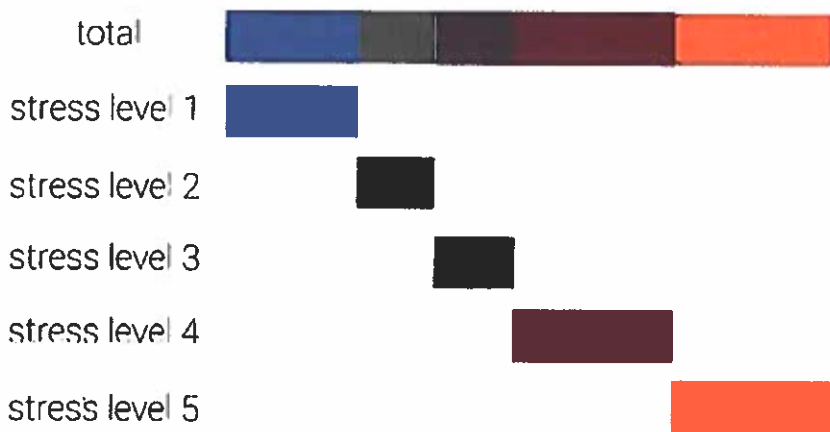
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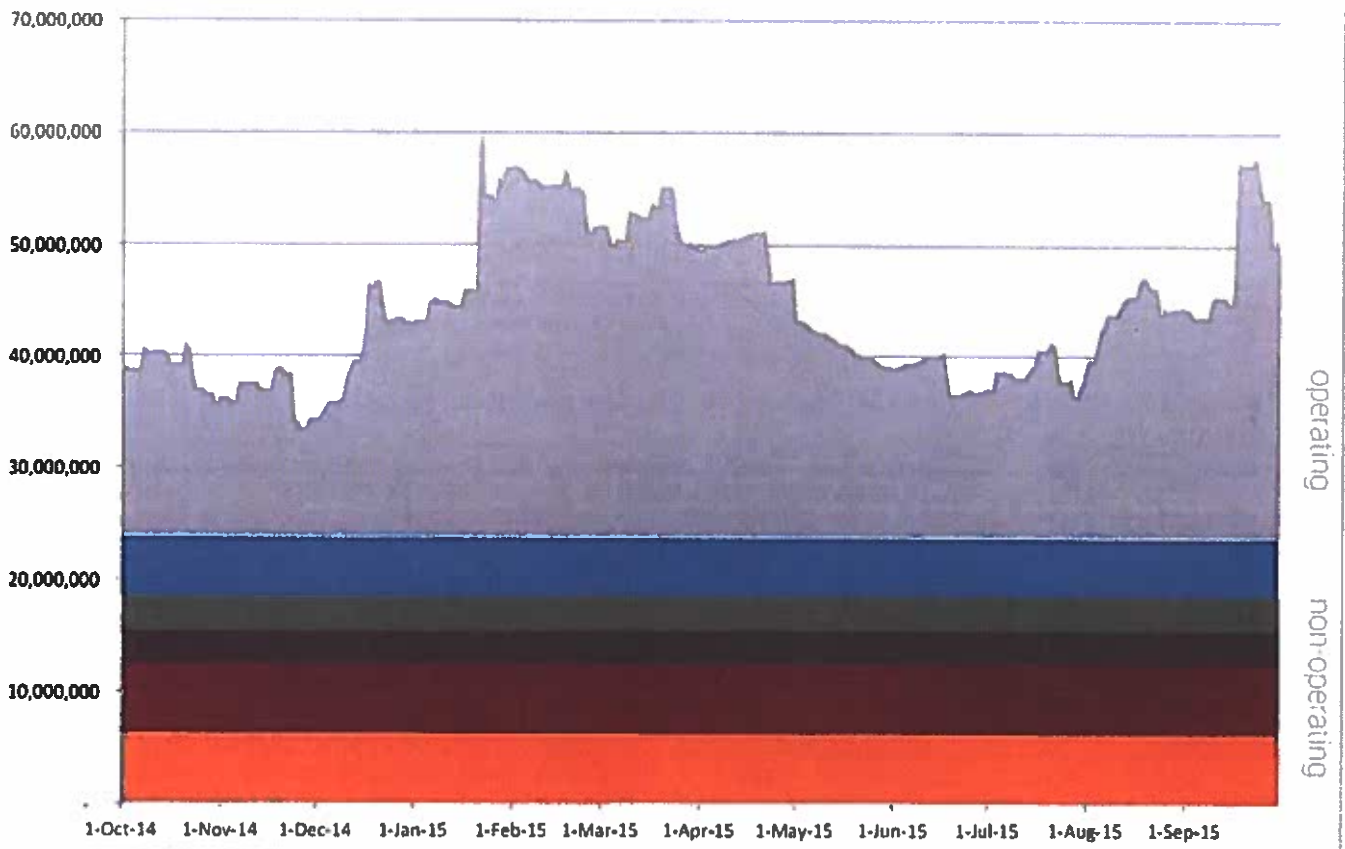
The Analysis

three+one completes a liquidity analysis to identify the time horizon + worth of low or non-performing cash.



The analysis uncovered \$23 million in low or non-performing cash. These are funds that our liquidity analysis, stress tests, & simulations found available to put to work immediately.

Daily Balance Graph





The Results

Our proprietary reports and data can be used internally- and externally- to achieve higher income immediately on any low and non-performing operational cash.

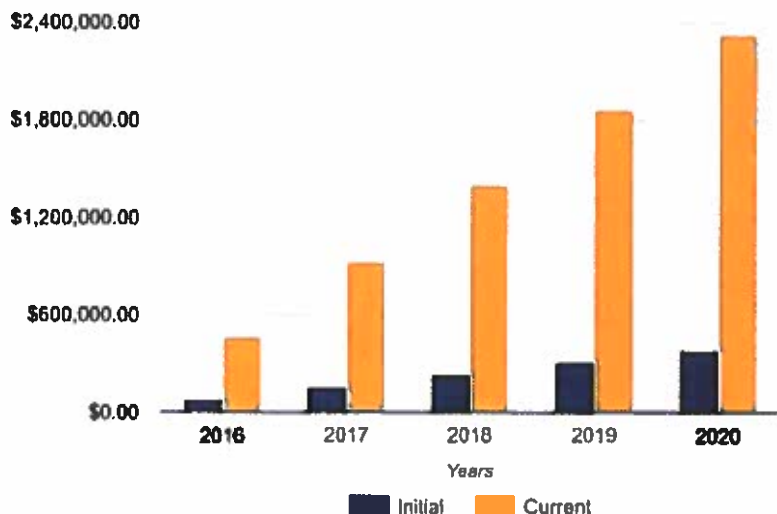
Actual Client Initial Deposits (As of June 30, 2014)			
Bank/Institution	Amount	Rate	12 Month Earnings
Local Bank	-	0.30%	-
Local Bank	-	0.30%	-
Regional Bank	\$38,788,148	0.10%	\$38,788.15
National Bank	\$21,231,500	0.08%	\$16,985.20
Bank Custody Account/BDIA	-	0.94%	-
Local Bank	\$40,056,828	0.05%	\$20,028.41
Total	\$100,076,476	0.08%	\$75,801.76

Using our liquidity data and marketplace knowledge our client began working with their banks and an RIA to recognize the value of their cash.

The result is a staggering jump in interest rates from .08% to .45% and almost **\$400,000** in new interest earnings.

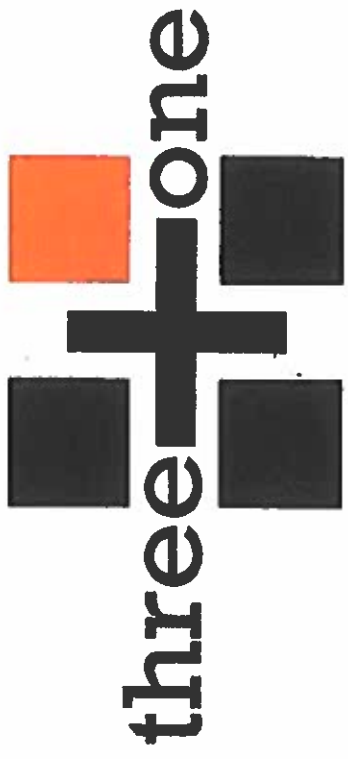
Actual Client Current Deposits (As of June 15th, 2016)			
Bank/Institution	Amount	Rate	12 Month Earnings
Local Bank	\$5,012,960	0.30%	\$15,038.88
Local Bank	\$10,721,226	0.20%	\$21,442.45
Regional Bank	\$9,948,452	0.15%	\$14,922.68
National Bank	\$3,649,654	0.08%	\$2,919.72
Bank Custody Account/BDIA	\$39,357,298	1.00%	\$393,572.98
Local Bank	\$34,276,764	0.05%	\$17,138.38
Total	\$102,966,354	0.45%	\$465,035.09

Cumulative Interest Earnings: Initial vs. Current Deposits

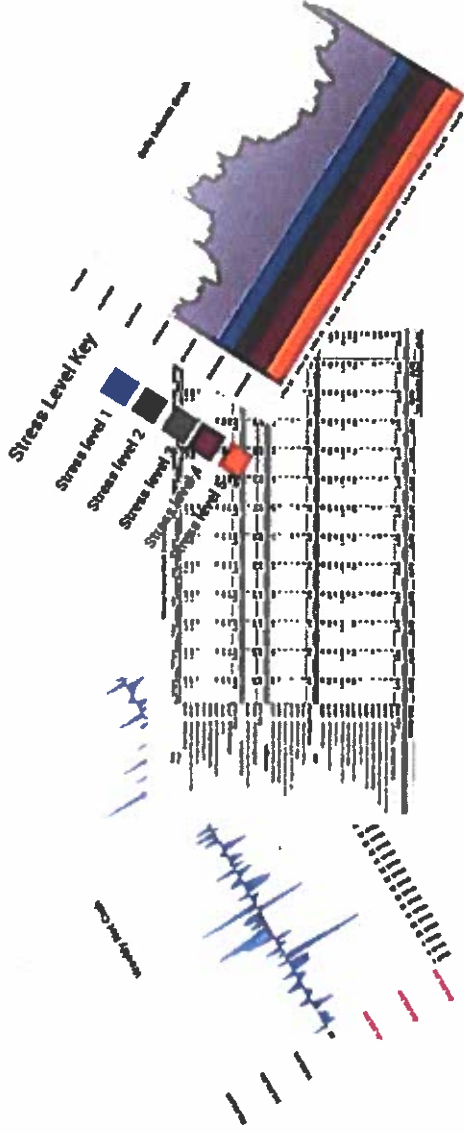


Liquidity Data + Marketplace Knowledge = the Value and Measured Performance your organization deserves.

Liquidity is the key between safety and yield

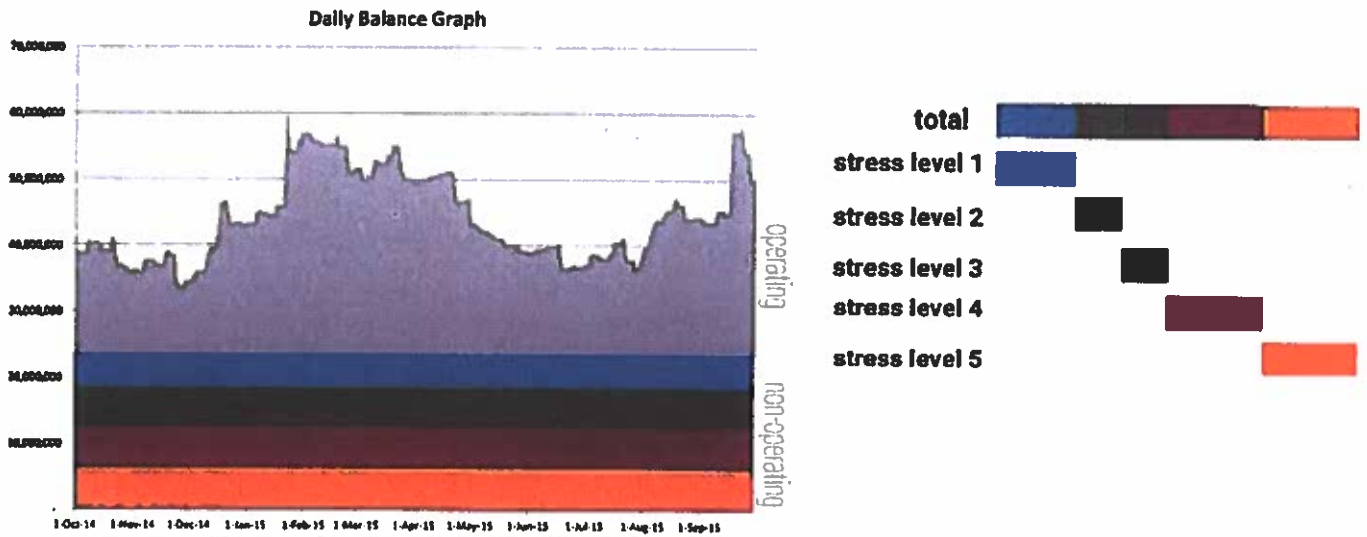


is the key to finding your **liquidity**



The Analysis

*three+one uses cash flow analysis
tools to identify the time value + worth of cash funds*



Safety

Our stress tests are designed with safety as our first priority. For over 20 years, municipalities, their banks, and their advisors have trusted our ability to accurately find interest earning potential.

Liquidity

We look at your entire cash flow, banking relationship, budget, and multi-year planning tools to match all your cash with a time frame.



Yield

By finding the liquidity of your funds, there are multiple ways to find revenue. The use of our liquidity data lets you and your institutions turn your cash into a performing, revenue-generating asset.

The Result

Whether you're going out for a banking RFP, looking for revenue-generating interest earnings or trying to update your treasury services, we're here to help you find the best way to manage your cash.

With decades of experience in both banking and in public service, no one is more versed in the needs and challenges of each side of the relationship.

By the numbers: A County in NY State

\$ They now make an extra \$400,000 a year.



We found a need for fraud protection on some bank accounts.



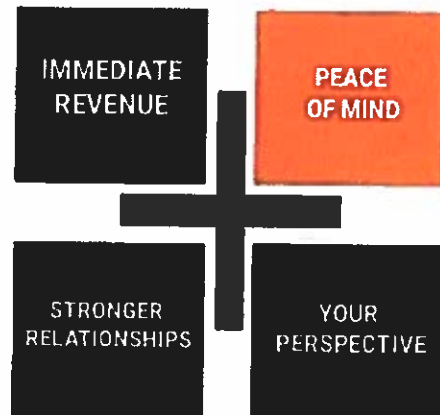
They increased their interest earnings on their reserves from .08% to .94%.



They strengthened their banking relationships.



99.40% of all available liquid funds are invested.



\$400,000.00
IN NEW REVENUE

.08% TO .94%
INTEREST
EARNINGS
INCREASE

Want to learn more or find out how we can help your organization? Check out:

www.threepusoneadvisors.com



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