



Welcome back to **Working Together**, published for the Taft-Hartley and Public Sector benefits community to provide relevant information and important current trends to this important market.

## NEW REGIONAL SALES DIRECTORS



The Berkshire Hathaway Specialty Insurance (BHSI) Medical Stop Loss Team continues to grow, recently adding three new team members to support and expand our efforts to serve our valued producers, customers, and administrators. "These new team members bring BHSI's requisite excellent capabilities and strong character to our team and segment strategy" says Michael Ashack, Vice President and Head of Taft-Hartley and Public Entity, Medical Stop Loss, at BHSI.

**Michael Ginsberg has been named Sales Director, Southwest Region** (Southern CA, AZ, NV, NM, CO). Mike is a veteran of the health care and medical stop loss industry with a long history of success in this territory. Contact Michael at [michael.ginsberg@bhspecialty.com](mailto:michael.ginsberg@bhspecialty.com)

**Chris Slezak has been named Sales Director, South-Central Region** (TX, OK, MO, KS) – Chris joins BHSI with a proven record of over 20 years in the medical stop loss field in the region. Contact Chris at [chris.slezak@bhspecialty.com](mailto:chris.slezak@bhspecialty.com)

**Allison Branter has been named Sales Director, Northwest Territory** (Northern CA, OR, WA, MT, UT) - Allison has deep expertise in the stop loss field, and experience working with TPA functions, case management and sales operations as well. Contact Allison at [allison.branter@bhspecialty.com](mailto:allison.branter@bhspecialty.com)

# team.

## THE IMPACT ON CONSUMER PRICING AND HEALTHCARE

While rising prices are impacting everything from the cost of housing and cars to food, and fuel, the cost of health care is expected to remain stable for a time as health care systems and providers abide by current agreements with payers. However, as these agreements come up for renewal, health care providers may request higher reimbursements due to increased costs of labor, equipment, and supplies, due to the pandemic and other factors.

Some of the most notable drivers of cost that will impact health care pricing and spend in coming years include:

- A cost of labor that has increased 19% from 2019-2021
- Hospital drug expenses that have risen 28% since the pandemic and 37% per patient
- Medical supply expenses that increased 20.6% per patient by the end of 2021 due to the continued issues with the supply chain.
- A nursing shortage, exasperated by the COVID 19 pandemic, with nursing costs continuing to increase as hospitals heighten reliance on more expensive travel nurses.

As discussed in a recent article by McKinsey & Company, to combat these rising costs, health care providers must focus on operational excellence, improving productivity, actively managing labor and supply chain issues, and transitioning to value-based care. Savings in these areas could be significant and help to offset the rising expenses listed above – and keep Health Plans and members from having to shoulder increased costs, as they have in the past.

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### Sources

***Consumer Prices are Rising Fast, and healthcare isn't Far Behind*** – McKinsey and Company  
Feb 11, 2022

***Perspective: Climbing Costs and Rising Inflation Challenge Hospitals' Ability to Provide Care*** –  
American Hospital Association May 13, 2022

***Why Inflation has Limited Impact on Healthcare Trends.*** Milliman September 27, 2021



**HAPPY 9TH  
BIRTHDAY,  
BHSI!**



# BHSI MARKS NINE YEAR ANNIVERSARY!

Last April, BHSI celebrated nine years – years in which we have made great progress in building our “forever business.”



## Hope to See You There!

BHSI will be at the International Foundation of Employee Benefits Conference October 23-26, 2022, at the Mandalay Convention Center in Las Vegas.

**Come visit BHSI at Booth #540**



## Contact BHSI

### Michael Ashack

*Head of Taft-Hartley and Public Entity,  
Medical Stop Loss*

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Berkshire Hathaway Specialty Insurance ([www.bhspecialty.com](http://www.bhspecialty.com)) provides commercial property, casualty, healthcare professional liability, executive and professional lines, transactional liability, surety, marine, travel, programs, accident and health, medical stop loss, homeowners, and multinational insurance. The actual and final terms of coverage for all product lines may vary. It underwrites on the paper of Berkshire Hathaway's National Indemnity group of insurance companies, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Boston, Chicago, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Brisbane, Cologne, Dubai, Dublin, Hong Kong, Kuala Lumpur, London, Macau, Madrid, Manchester, Melbourne, Munich, Paris, Perth, Singapore, Sydney and Toronto.

For more information, contact [info@bhspecialty.com](mailto:info@bhspecialty.com).

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