

IAHU Board Meeting

Meeting Minutes

April 14th, 2020

Called to Order	The April 14th, 2020 Board meeting of the Iowa Association of Health Underwriters was called to order by President West at 3:04 PM. The meeting was held via ZOOM Video Conferencing.
Members Attending --	West, Strouse, Evans, Elam, Schroeder, Mueller, Lindsay, Meek-Anderson, Hitchcock
Members Absent --	Comer, Jedlicka, Stoll
Guest	Incoming Board member – Kyle Weakland
Secretary/Treasurer Report – Bob Lindsay	There was not a quorum at the March meeting so approval was required for two months of Minutes and Financials. Motion: Schroeder / Second by Meek Andersen to approve the February and March Board Minutes -- Motion Approved. Motion: Strouse / Second by Schroeder to approve the February and March Financial Reports -- Motion Approved.
Comments by President West	<p>We have been notified that Wellmark is cancelling the CE meeting scheduled for the middle of March. They have made a corporate decision, because of the COVID-19, to not hold meetings involving a large number of people. Emails will be sent to all registered attendees and a PayPal refund will be processed for these individuals. There are approximately 57 enrolled individuals. It is hoped that this meeting can be rescheduled.</p> <p>Discussion of the 2020/2021 slate of officers and decision that needs to be made concerning the At-Large Positions – specifically the Western Iowa At Large Director. The decision was made to discontinue pushing West from Des Moines because there appears to be no IAHU traction in the Western part of the state. Discussion on eliminating this Board position entirely. Discussion on the impact to programs and does it make sense to split the chairs to have a Central Iowa Program Chair and an Eastern Iowa Chair. Comment was made that it makes sense to combine Central and Western chairs so that Western Iowa is officially represented.</p>
President Elect's Report/Symposium Hitchcock	The Symposium, as you know has been pushed back to the month of August. The Symposium Planning Committee met this past week and had a lengthy discuss around the possibility that 'Social Distancing – Restriction of Large Gatherings' my not be lifted in time for the August Symposium. There are multiple concerns within the Committee. Would we have the support of our members and of our sponsors to support an 'in person' event? We have a signed contract with the Gateway and how would this be affected by our cancelling our event or changing government regulations from the Federal Government. There was discussion on the viability of having some type of on-line conference. There is the strong feeling that the

Association has an obligation to deliver programming to our membership but not necessarily a two day on-line conference. The Committee decided to table any decision until the first week in May. Consider having several on-line presentations during the year or possibly one long day of presentations. It important to keep in mind that our sponsorships are an annual sponsorship and must for the symposium. This may be an opportunity to provide even more programming to our members over and above a face to face symposium or monthly meetings. DMS would be a valuable resource to assist in this area to include helping with securing continuing education credit for an on-line meeting. Some of this work is already part of the contract with the association.

Motion: Hitchcock / Seconded by Elam - The Association should secure an annual subscription to the ZOOM Video Conferencing Platform. Motion Approved

Past President's Report -
Elam

Discussion on the slate of officers for upcoming year. There are only two more people to be contacted about their interest.

There was also discussion on the upcoming awards nominations. An email is being sent to all members asking for their nominations for the two awards. The Legacy Award and Member of the Year.

Programs/Education -
Scott Schroeder

The Program Committee met yesterday and spent all of their time trying to determine the best way to handle upcoming meeting within the current restrictions associated with COVID-19. How does the Association continue to provide value to our members? The March in-person meeting was cancelled, with a resulting loss in revenue – this cancellation required the refunding of approximately \$990. All future in person meetings have been cancelled until at least September. Our carrier forum is still scheduled for October. Discussion on topics for upcoming meetings. Discussion of the Symposium Committee and the Program Committee working closely together for the upcoming future because we already have symposium presenters planned and they may be used for presentations at our monthly meetings.

Member Services
Joe Evans

A formal report was emailed earlier to the Board. Currently we have 196 members, last month the enrollment was 197, and current enrollment is 197. We have recruited 25 new members so far this year. On a national scale Region 4 is still number one for retention. Last year their membership was 871 and currently the membership is 833. Every region has lost membership this year. The Committee is up to date with sending welcome emails and emails to lapsed members.

At Large Reports

Western Iowa/Awards Co-Chair Karey Meek-Anderson	An attempt to spur interest in having meetings in Western Iowa was met with a totally lack of interest from an agent I recently visited. The period of time for submissions to the Iowa Insurance Hall of Fame has been extended to at least May 15 th . The event is scheduled for the fall. As part of this event, there will now be recognition of 'Young and Up and Comers' in the industry.
Eastern Iowa/HUPAC Chair Rick Jedlicka	No Report
Central Iowa/Awards Co-Chair Krissy Stoll	No Report
Corporate Sponsors Cassandra Mueller	The Committee had a good discussion around if we move our symposium to on-line, what does that mean to our sponsors. The Committee feels that the Association is still providing great value even though the value may have a different appearance. It may be realistic that our sponsors may be able to reach more members with an on-line format than they could have face to face. There will be a sponsor update sent out to let the sponsors know what our plan for the future are and to ask for their input as well.
Communications Mandi Comer	No Report
Government Relations Marcie Strouse	On the Federal Level, there is still a lot of working going on behind the scenes. Surprise Billing appears to be added into CARES 2. The two negotiating sides are trying to work on a compromise. All of the Pharmacy issues are still under consideration. Discussion on broadening what a qualified expense for an HSA is. As far as activity on the State level, pretty much all activity has been halted. The Committee along with the assistance of our Lobbyist is going to identify legislators favorable to our healthcare issues and conversations with them will be started. Discussion on the replacement of the Region 4 Legislative Chair.
President's Report James West	No Formal Report – just closing meeting remarks. Introduction of incoming Board Member Kyle Weakland. Kyle will joining the Board on July 1 st as the Program Chair.
Old Business	Discussion on nominations for 'Insurance Hall of Fame. Letters of recommendation are being requested. This is more of personal recommendation – not a recommendation from the Board.

New Business

Discussion of Legacy of the Year Award. This is nominated and voted upon by the Board. Names for consideration were discussed. This will be voted on during the Board's May meeting. Member of the Year will require a blast email to the members to submit nominations.

Next Board meeting is May 12th.

Meeting adjourned

Meeting was adjourned at 4:10 PM