

IAHU Board Meeting

Meeting Minutes

January 12th, 2021

Called to Order The January 12th 2021 Board meeting of the Iowa Association of Health Underwriters was called to order by President Hitchcock at 3:05 PM. The meeting was held via ZOOM Video Conferencing.

Members Attending -- Elam, Evans, Hitchcock, Lindsay, Mueller, Schroeder, Strouse, Weakland, West

Members Absent -- Jedlicka, Stoll

Secretary/Treasurer **Motion by Elam / Seconded by Hitchcock:** To approve the minutes from Report – Bob Lindsay the December 2020 Board meeting. Motion Passed.

Motion by Strouse / Seconded by Hitchcock: To approve the December 2020 Financial Report. Motion Passed.

A 2020 Budget Analysis was discussed with the Board. Our Association is unique in one aspect in that our finances are reported on a calendar year basis and we run/elect our officers on a fiscal year basis. A few years ago National reviewed the Association Bi-Laws, noticed that our finances were reported on a fiscal year basis contrary to how National reports so National requested we change to reporting finances on a calendar basis.

In the coming weeks a new budget for 2021 will be prepared and submitted to the Board for consideration.

There was conversation by the Board at the suggestion from President Hitchcock that the Board consider not charging Association members for our monthly CE Meetings. Considering the strong Association financial position it may be a way of rewarding our members for their support of the Association. Also as a possible incentive for new membership.

Motion by Hitchcock / Seconded by Schroeder: That for the first 6 months of the year there will be no cost to Association Members. Motion Passed.

President's Just confirming that the contract with our lobbyists, Ketzner Strategies has Report/Symposium -- been finalized for the 2021 year and the check for the first payment has Hitchcock been mailed. There was discussion on the importance of succession planning and this leads into a concern about Board members consistently missing meetings. Maybe someone should be designated to attend the Board Meeting as a substitute. It is important that planning for new Board members be started now.

Past President's Report - West	The general feeling is to pursue an onsite, face to face, symposium this year. The timing would be toward the end of the year, August / September to allow for current COVID restrictions to be removed or lessened. There would also be some type of virtual component. Discussion on the formal dates for the event and the length of the event. The decision was made to target the 18 th and 19 th of August for a day and half event. Discussion on the possibility of having a virtual option for all the symposium meetings. West will call the Gateway to confirm availability.
Programs/Education - Kyle Weakland / Scott Schroeder	Report by co-chair Weakland – The Program Committee met on January 11 th Topics discussed: The program schedule was tentatively set for the first six months of the year. The committee would like the Board's opinion, -- during our March Member Meeting, The Department of Labor is our presenter, should attending Association members be allowed to bring one guest at no cost to this presentation? The Board felt this would be a good idea.
Member Services Joe Evans	Membership went from 175 last month to 173 currently. For the year, we have 7 new members and we have 8 lapsed members. There was a membership contest from November 1 st though December 15 th . The net gain was 3 new members. For new members they received a \$50 gift card. Chair Evans will purchase the gift cards and submit for reimbursement.
At Large Reports	
Eastern Iowa/HUPAC Chair Rick Jedlicka	No Report
Central Iowa/Awards Co-Chair Krissy Stoll	No Report
Corporate Sponsors Cassandra Mueller	Discussion to review the features of the different corporate sponsorships levels. There were two items added to the sponsorships to make them more attractive and to separate the levels somewhat. For Gold Sponsors, one registration for the NAHU Capitol Conference and a registration for the NAHU National Conference. For Platinum sponsors, two registrations for the NAHU Capitol Conference and two registrations for the NAHU National Conference. Following discussion it was agreed to continue to keep these as part of the Gold and Platinum sponsorships.
Communications Elam	No Report
Government Relations Marcie Strouse	The Government Relations Committee met on January 8 th . Planning for the upcoming legislative session has started. The Committee discussed the upcoming NAHU Capitol Conference. Because of COVID, this event will be virtual. Discussion on talking points specific to federal issues for Cap Con.

These could probably be used for local legislator meetings as well.
Discussion about broker / consultant transparency. We have received the new contract from our lobbyist for the 2021 year and the first payment has been made.

Old Business	Covered in President's remarks
New Business	Begin planning for Board succession planning. We should plan our strategy planning meeting combined with a Board Meeting. This generally happens in July.
Meeting adjourned	Meeting was adjourned at 4:30 PM