

IAHU Board Meeting

Meeting Minutes

February 11th, 2020

Called to Order	The February 11 th , 2020 Board meeting of the Iowa Association of Health Underwriters was called to order by President West at 3:22 PM. The meeting was held at the Wellmark Blue Cross Blue Shield office.
Members Present --	Lindsay, Evans, Mueller, West, Stoll, Meek-Anderson, Strouse, Jedlicka, Schroeder
Members Absent --	Comer, Elam,
Phone --	Hitchcock
Secretary/Treasurer Report – Bob Lindsay	There is one change to the January minutes. The February CEC meeting in Des Moines will be on Thursday and Cedar Rapids is Wednesday. The minutes have these meeting days reversed.
	Motion by Strouse/Seconded by Schroeder to approve the January Board Meeting Minutes with changes. Motion Passed
	Motion by Meek-Anderson/Seconded by Strouse to approve the January Financial Report. Motion Passed.
President Elect’s Report/Symposium Hitchcock	Symposium Planning is well underway. There have been two committee meetings. The committee has selected the theme – ‘Take Me Out to The Ball Game’. The symposium is schedule for June 10 th and 11 th at the Gateway in Ames. Discussion on having a silent auction or other types of fund raiser events. The committee feels that this is an important consideration. The June Board meeting will be held at 3:00 PM on June 9 th at the symposium site. The symposium beginning of June 10 th will follow the general format from years past. Discussion on possible entertainment. Based on feedback, day two is scheduled to be a shorter day, wrapping up sometime around 2:00 PM. Discussion about the Board being very involved in helping obtain sponsorships. Wellmark has agreed to sponsor for 2020 and to be active in promoting the event.
Past President’s Report - Elam	No Report – comments by President West. Discussion of our Legacy of the Year Award and Member of the Year Award. The Legacy of the Year recipient is nominated by the Board. The Member of the Year is selected from applications submitted by our members. As a Board, be thinking about who to nominate and will be discussed further during the March Board Meeting.
Programs/Education - Scott Schroeder	The notes from the February 10 th Committee Meeting and the schedule of upcoming meetings was emailed to Board Meetings. Items discussed, an evaluation form to be used for feedback following CE member meetings.

There was discussion on the fee structure from DMS to handle filing of CE's. Every CE meeting will be three hours. Iowa Bankers is the chosen location for meetings in Des Moines but we do not have a set location in Cedar Rapids. Discussion on various locations in Cedar Rapids. Discussion on fine tuning some of the monthly meetings. Discussion on promoting NAHU membership to the non-members who are attending our meeting. Giving a discount in attendee fees for those who join NAHU. \$60 fee for non-member - \$10 for member. Organizing the monthly meetings require a significant amount of time. The members of the committee have all agreed to be responsible for the planning at least one meeting. Discussion on getting a sponsor for the food and beverage at the meetings. Also discussion on whether we are getting value from our meetings in Eastern Iowa? Discussion on the lack of Board Member attendance at the CE meetings.

Member Services
Joe Evans

Current membership is 198, the same as last month. Discussion of the annual membership promotion which works with state GA's who pushes the information to their agents. Discussion about having a Board member attend all the CE meetings and give a short presentation about the value of IAHU/NAHU membership.

At Large Reports

Western Iowa/Awards
Co-Chair
Karey Meek-Anderson

Went to Western Iowa and met with a couple of different agencies to see this there was any interest in having meetings in their areas. Unfortunately there really was no interest. It has historically been difficult to generate interest in having Western Iowa meetings. Discussion on the Association's participation in the National Awards process. There are a couple of awards for June 2020 that may be something to pursue. Proper documentation is the very difficult part of qualifying for any of the awards. We are really past the point for realistic awards for this year. President West asked that a list of awards that are possible for this year be prepared and presented at the March Board Meeting if there are any possible. Also discussion about collecting necessary paperwork.

Eastern Iowa/HUPAC Chair
Rick Jedlicka

HUPAC participation by members is up roughly 25% 2019 compared to 2018. Discussion on the HUPAC Congressional Contribution to be presented at the Congressional Reception.

Central Iowa/Awards
Co-Chair
Krissy Stoll

No Report

Corporate Sponsors
Cassandra Mueller

A list of the 2019 Symposium sponsors was reviewed and board members selected sponsors to contact for participation for the 2020 year. Chair Mueller will put together an email template with all the value-adds that go with sponsorships for the board members to use to contact sponsors. Discussion on getting non-industry sponsors as well.

Communications Mandi Comer	No Report
Government Relations Marcie Strouse	Discussion on a recap of all the current bill activity in the State Legislature. The Insulin Bill – HF2138, Continuity of Care – HF2089 & SSB3117 and Drug Transparency – HF 2253 and Civil Action – Providers – HFB596. The committee is very active with the Legislature and the Governor’s Office offering helpful suggestions. The Association website is updated weekly with current bill activity. Our lobbyists does an excellent job keeping us up to date and we have their 2020 contract for consideration. Motion By Strouse/Seconded by Schroeder that the Board approve the 2020/2021 Ketzner Contract for lobbying services. Motion Passed. Capitol Conference meetings with our Representatives and Senators have been scheduled.
President’s Report James West	
Old Business	Discussion on the proposed 2020 Budget. \$1,000 for Golf Outing Registrations should be added to the budget. Should the \$60,000 for symposium sponsors be increased to reflect a stretch goal? The budget should reflect a viable amount and not necessarily a stretch goal. Keep the budget at \$60,000. What should be the dollar amount for program income? Should this be increased to \$4,300? Motion Schroeder/Second by Meek-Anderson to approve the 2020 Budget as amended. Motion Passed.
New Business	Discussion on a HUPAC Bowling Event contribution. Motion Evan/Second Schroder that the Board contribution \$500 to support the HUPAC Cap Con Bowling Event. Motion passed. Discussion of the proposed cost structure for DMS in the 2020 and a bill for a \$3,431 overage. The concern is with a bill for hours overages from work performed, which is over and above the anticipated \$18,000 annual fee. Making changes in how we use them to cut down their hours. President West and President elect Hitchcock have met with DMS and reviewed their estimate of annual fees. They will report on a regular basis how their actual hours compare to estimated hours so we can more accurately control expenditures. There will be further discussion about the overage of \$3,431.25 for last year. This will probably be reduced to \$1,500. Motion Mueller/Second by Schroeder that the Board approve payment of the overage charge by DMS if it does not exceed \$1,500 and to approve the DMS annual contract for an amount not to exceed \$18,000. Motion passed.
Meeting adjourned	Meeting was adjourned at 5:30 PM