

IAHU Board Meeting
November 2014 Minutes
November 11, 2014

- Called to Order** The November 2014 Board meeting of the Iowa Association of Health Underwriters was called to order at 3:08 PM by President Patton. The meeting was held at Delta Dental.
- Members present: Patton, Evans, Schreder, Lindsay, Strouse and Kohlsdorf
- Members absent: Jarvela, Shireman, Thams, Barr and Oliva
- Guests: Lee Patton
- Minutes:** Following review of the October Board Minutes, Motion by Evans / Seconded by Strouse that the Minutes be approved. Motion Passed
- Treasurer's Report:** Following review of the October Treasurer's Report, Motion by Evans / Seconded by Strouse to approve the Treasurer's Report. Motion Passed
- Finance Report:** Report by Treasurer Lindsay: A Profit & Loss Statement for the period January 2014 through October 2014 was emailed to the Board for review. A copy of the check register for the month of October was also provided for review.
- A question was raised by Board Member Kohlsdorf – in the 2015 budget, how many attendees were budgeted to attend Capital Conference. Following a review of the 2015 budget it was determined that \$14,875 was budgeted in 2015 for Board Members to attend. The amount spent in 2014 was slightly less than \$12,000.
- Current checking account balance as of October 31, 2014 is \$36,856.08. There are no significant outstanding bills due.
- Legislative Report:** Report by Chairperson Kohlsdorf: The dates for 2015 Capital Conferences are February 23st through February 25th. This should be an exciting year considering the turnover in the Senate and all the new faces in the House of Representatives. From Iowa, there is Rod Blum in the Northeastern part of the state. Joni Ernst on the Senate side is new. David Young is new in the House and Steve King and David Loeb sack. Five out of the six representatives and the senator from Iowa are new.
- From the stateside, the Republicans still control the house. Democrats still control the Senate and the Governor's Republican.

The Day on the Hill is scheduled for February 3rd; approximately three weeks prior to Capital Conference. If the Board wants to sponsor this event again this year, our early payment is due on December 21st in the amount of \$650. There was conversation as to the value of having a booth at this event. One consideration is to not have a booth and just support the event with a monetary contribution. Legislators who attend this event receive various types of information that includes the name of the event sponsors so it is important to support this event for that recognition. Conversation continued that rather than man a booth it may make more sense to just use some of our Symposium signage for Association recognition.

Motion by Lindsay / Seconded by Schreder that the Association spend \$650 to support Day on the Hill. Motion Passed.

There was brief discussion about the success ratio of contributions made by the National Association of Health Underwriters PAC (HUPAC). Approximately 88% of the candidates supported by the HUPAC were successful. It was noted that prior to the election, in the summer of 2014, an email was sent to the Membership pointing out the importance of the election and asking for their support of HUPAC. This was the first time in years where the election for State Senator did not include an incumbent. Unfortunately no contributions to HUPAC were made by the Membership.

Membership Report: Report by Chairperson Schreder: the Membership report for November was emailed to the Board. Board Member Kohlsdorf may reference that it appears that several people have terminated their Memberships during the year. It should be noted the list that was referred to the Board is a list of former Members not necessarily lapsed Members. The lapse Members list is seldom up to date. It was noticeable that there were several people terminating from Wellmark. This is probably due to a change in Wellmark's philosophy about paying dues for their employees. Membership records indicate there are only four current Members who work for Wellmark.

We have only lost 13 Members to date but fortunately we have gained new Members as well we're down two net Members since July.

Current Membership stands at 232, the same as last month. The Association gained one member and lost one member. It was noted that the other states in our region are all down on overall Membership.

As a side note, from time to time there have been casual conversations about reviving the Cedar Valley Chapter. There have been no official conversations about this however.

Programs Report: Chairperson Strouse: the CE meeting October 23 went very well. There was a ton of good feedback – the speaker Dean Hoffman did a very good job and his

expenses were very low.

Our next events will be in January. We plan to do a one-hour ERISA Presentation presented by Jeff Taylor from TASC and a one-hour Ethics Presentation presented by Troy Cook. The dates are the 14th of January in Cedar Rapids, the 15th in Des Moines and the 16th in Storm Lake. The decision was made not to provide lunch. The Committee feels it's important to have the event start earlier and be done at a reasonable time. The Committee also wants to continue giving an incentive for joining the Association. For those non-Members who attend the CE Meetings and sign up for NAHU Membership during the event, they will receive the Membership price for the event.

There was conversation about the Association buying a portable printer to facilitate the printing of CE certificates at the end of our events. Motion by Schreder / Seconded by Evans that the Association authorizes Board Member Strouse to spend up to \$250 for a portable printer. Motion Passed.

Symposium Report: Report by President Patton: Members of the Committee met and toured the Holiday Inn on Fleur Drive, next to the airport. Following review, it was determined that the costs for having the Symposium at this facility were basically the same or slightly more than Prairie Meadows. The rental cost was identical – there was a savings in travel cost but an additional expense for audiovisual equipment. It was noted that the conference center at the Holiday Inn is state-of-the-art but even though the hotel has been remodeled it was the opinion of the Committee that it is not as nice as Prairie Meadows. There is a limited restaurant selection - there is only a grill and a bar. Following the visit, and considering the necessity of making a commitment to Prairie Meadows in a timely manner to save our dates, the Committee made the decision that the site of the 2015 Symposium will be Prairie Meadows in Altoona. The dates that were confirmed for the Symposium are August 11th and August 12th, 2015. These were the only two free dates that Prairie Meadows had in the month of August. It was noted that the Iowa State Fair begins on August 13th. President Patton had a meeting on November 11th with Wellmark Blue Cross Blue Shield to discuss their continued sponsorship of our Symposium. They have indicated their willingness to continue to support our event at the same level as last year – \$15,000. There was also a conversation about the possibility of having Aetna/Coventry increase their annual support of the Symposium.

Golf Report: Report by Chairperson Lee Patton: Thursday, June 11th, 2015 is the confirmed date for the Association Golf Outing at the Legacy Golf Course.

Communications & Awards Report: No Report

Media Relations and IT Report: Report by Chairperson Lee Patton: The Committee is very close to having all the content prepared for the website.

Old Business:

The revised bylaws were sent to NAHU and they responded with some minor changes.

Following discussion during the October Board Meeting, there was a motion by Barr / Seconded by Schreder to make the suggested changes to the by-laws. In the process of making these changes, Secretary Lindsay noticed that the bylaws now indicate that the Association Financial year is January 1st to December 31st. The Association historically has operated with a July 1st – June 30th fiscal year. This change really doesn't create an issue because our financial records have been maintained on a calendar year basis. The only issue is that the Association will have to file a short tax return for the period of July 1st, 2014 through December 31st, 2014. The annual budget previously prepared will be revised slightly to reflect the calendar year 2015. There will be no change in the timing of Board positions. Elections will be held as before and Board positions will begin on July 1st of every year as they are now.

Also in the revised bylaws there is a requirement to have a CPA audit of the financials done every year. Treasurer Lindsay received a price from our CPA of \$2,000 to perform this audit. It is the Treasurer's opinion that National placed this requirement in the boiler plate bylaws because several associations would be dealing with millions of dollars, which of course would suggest the need for a formal annual audit. The Treasurer suggested that one solution would be for the Board to pass an annual resolution waiving the requirement to have an audit. This idea was discussed with our CPA who was not certain the Board had this authority. There was discussion that this audit may only be required in Iowa if the Association's revenue exceeds \$250,000 per year. There was discussion about possibly amending the bylaws to reflect this \$250,000 limit. Board Member Kohlsdorf was active in the conversations with our attorney doing the original bylaw amendment. Board Member Kohlsdorf is going to research his notes on this point and will also contact the attorney for his opinion.

At-large Member Report:

No Report:

New business:

President Patton discussed a proposal he made last year to Susan Voss the previous insurance Commissioner -- that any current member of the Association of Health Underwriters, NAFA or the Big "I" should be given 2 Hrs. of CE credits every three years. It was felt that this would be an excellent way to drive Membership to the various Associations and Membership in these organization suggests striving to remain current and up to date from an educational standpoint. The Commissioner Voss was in agreement with this proposal but steps were not taken to formalize now since she is no longer in office it's necessary to approach the current insurance Commissioner for his opinion. Once more information is available, a report to the Board will be made.

Meeting adjourned: Motion to Adjourn by Lindsay / Seconded Evans - Meeting adjourned at 4:16 PM