

IAHU Board Meeting

July Board Minutes

July 14, 2015

- Called to Order      The July Board meeting of the Iowa Association of Health Underwriters was called to order at 3:07 pm by President Jarvela. The meeting was held at Delta Dental of Iowa, in Johnston.
- Members present:      Jarvela, Hitchcock, Schreder, Strouse, Thams, Barr, Evans & Patton
- Members absent:      Shireman, Lindsay & Rang
- Guests present:      Eric Kohlsdorf, James West & Troy Cook
- Minutes:      Following review of the June Board Minutes, Motion by Schreder/Seconded by Barr that the Minutes be approved. Motion Passed.
- Treasurer's Report:      Follow review of the June Treasurer's Report, Motion by Barr/Seconded by Schreder to approve the Treasurer's Report. Motion Passed.
- Finance Report:      Report by President Jarvela: Current balance in the checking account as of July 6, 2015 is \$22,031.86. We have received \$7,730 in sponsorships for the annual symposium. We are anticipating Wellmark's sponsorship of \$15,000 at any time as well as many others that have given verbal commitments.
- Public Service:      Report by Meek-Anderson: Meek-Anderson is hoping to have something pulled together to kick off at our Annual Symposium. She is also working on other programs that will take place at our next face-to-face meeting which will be at our Socials in December. Looking for ideas or suggestions from the Board.
- Awards:      Report by Barr: Iowa received two awards; Landmark & Highest Retention Rate. Region IV was awarded the HUPAC Highest Average Donation. Barr has asked that all Directors get the award information to her timely when asked. Make sure to document everything that you are doing and retain copies so when asked you can easily get her that information. It was also discussed that we should work on finding a member for the Distinguished Service Award. If the Board could come up with some candidates and get some of the work done then go to the member to make sure that we have included all the information to make sure there are no holes in the information.
- Communications:      Report by Barr: The website team is working on the members only portal. Hoping to have it up and running soon. Barr is asking for a \$2,250 budget for this year. This includes the costs for any communications that go out through our webmaster as well as any work done on the website. Barr has also been communicating out the Minutes to the membership as well as posting them to the website once they are approved. Barr has also been posting webinars to the website after each monthly webinar is available.

Minutes by: Marcie Strouse

**Golf Event:** Report by Barr: Barr will be the Chair of this committee for 2016. The event for 2015 made a profit of \$4, 890.34 after all expenses were paid and the 1<sup>st</sup> Tee donation was deducted. Looking at possibly joining the golf event with the annual symposium for 2016.

**Legislative Report:** Report by Hitchcock: Kohlsdorf has been meeting with Hitchcock to get her up to speed. He will be on her committee to help with the transition. Hitchcock is looking for additional committee members. Hitchcock has a meeting scheduled with our Lobbyist, Larry Blixt, to talk about 2016 and to get caught up on what happened during the 2015 session and what is on the horizon for 2016.

**HUPAC:** Report by Kohlsdorf: Noted that Region IV got the highest average donation award. Kohlsdorf said that Region IV does not have very many members that donate but their donations are higher than average.

**Education/Programs:** Report by Strouse: The Committee is working on getting the rest of the year planned. They have the carriers presenting in November as a follow up to their meetings around the State. We feel that this will give membership a chance to ask questions once they've started working on 1/1 renewals. We plan to hold a meeting that allows membership to come to the meeting or tune into the webinar. Iowa Banks offered their space and resources for this meeting. We are also working to get all the details of our December socials in Cedar Rapids and Des Moines pulled together. We are hoping to have everything out on the website in the next month for the rest of the year.

**Membership:** Report by Evans: Evans reported that our membership is down to 205 due to Mercer pulling their corporate membership list billing. Evans is working on this relationship and hoping to get them signed back up. Goal for this year is to add 30 new members. He is asking that all board members recruit 1 member. Evans is working on getting members for his committee. There was discussion as to how to get the GAs more involved. Evans is working on a reward program to help boost membership. Evans has requested a \$1000 budget for the year.

**Symposium:** Report by Patton: Patton reported that we are up to \$41,500 in sponsorships. The Nebraska Chapters are rolling out the information to their members. NAHU is sending out registration information for PPACA certification. At this point looking at 10 CEs for non-PPACA and 16 for PPACA certification. There will be equal CEs each day and people can register for one day this year.

**At Large:** No report.

**TASC Force:** Report by Meek-Anderson: The committee met and decided that we would let the new webinars run for a while and do another survey to see where the membership is at. We are hoping that since we just started the webinars after the survey was done we are meeting the needs of our membership. Looking to do that in the spring. No meetings scheduled at this time.

Region IV Report: Report by Cook: Cook encouraged participation at the Region IV meeting in Madison Wisconsin August 27<sup>th</sup> & 28<sup>th</sup>. The meetings will be held at Dean Health Plan. NAHU would like to get the word out on the Education Foundation webinars. Cook also suggested that we look into submitting someone for the Distinguished Service Award. He also discussed Capital Conference February 22<sup>nd</sup> through 24<sup>th</sup>. Suggested that our President and President Elect go to the Leadership Conference on the 21<sup>st</sup>. NAHU is working on the "What Happens If?" approach in educating members.

Meeting Adjourned: Motion to adjourn by Evans/Seconded by Patton. Meeting adjourned at 5:02.