

IAHU Board Meeting
Meeting Minutes
August 9, 2016

Called to Order	The August 9th, 2016 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Schreder at 3:02 PM. The Meeting was held as a combination of the Kirkwood Center, Cedar Rapids (CR), Delta Dental (Delta) and phone-in attendance (Phone).
Members Present --	Jarvela (CR), Lindsay (CR), Evans (CR), Shireman (Delta), Schreder (CR), Thams (Phone), Elam (Delta), Hitchcock (Phone)
Members Absent --	West, Rang and Mueller
Minutes --	Motion by Evans/Seconded by Shireman to approve the July Board minutes. Motion Passed
Financials --	Motion by Shireman /Seconded by Jarvela to approve the July Financials. Motion passed.
President's Report Lynn Schreder	<p>Region 4 meeting is August 24th and 25th in Minneapolis. Joe Evans and President Schreder plan on attending. The Strategic Planning meeting is scheduled for September 8th. This will be combined with our September Board Meeting. There will be training in the morning with Cynthia D`Amour – <u><i>How to Recruit and Retain Volunteers Now!</i></u> If the Board approves this expense. Her fee is estimated to be \$6,000 - \$5,000 per day plus expenses. This fee, if approved will be split with the National Association of Women Business Owners (NAWBO). Following discussion Motion by Hitchcock / Seconded by Elam that the Board approve spending approximately \$3,000 to have Cynthia D`Amour present at our 2016 Strategic Planning Meeting. Motion Passed. There will also be approximately \$1,200 in hotel meeting expenses that will be split.</p> <p>President Schreder also mentioned that it is extremely important for all Board Members to be active participants on the Board. Members cannot expect to be sent to National Meetings if they have not been active members.</p>
President Elect's Report Todd Thams	Discussion on the Symposium for 2017. The Symposium was planned for June 7 th and 8 th , 2017 at Prairie Meadows. The hotel recently notified Chair Thams that they do not have any rooms available for that date. Chair Thams has searched other hotels. The Gateway Hotel in Ames has availability and there is a golf course close by that would also be able to host our golf outing on those days. Chair Thams checked with Prairie

Meadows to see if our original dates of May 9th and 10th 2017 would be available and they are. The Board is inclined to move the symposium to the Gateway but the decision is on hold until Chair Thams has had a chance to visit and look at the venue. Chair Thams will secure pricing for discussion at the next Board Meeting.

Past President's Report -- Donielle Jarvela
Donielle Jarvela
Donielle Reported that she is resigning from IAHU and her Board position as Past President. Her change in jobs has greatly reduced her ability to commit the time necessary. Her dues are paid through September but she does not plan on renewing her NAHU Membership.

Reports --

Finance: The Board has received a P&L for YTD 2016. It should be noted that Medica
Bob Lindsay sent a check for \$1,000 as a Golf Outing Sponsor. That check was lost and they have now replaced that sponsorship. That now shows in the Golf Outing Sponsorship revenue.

Programs: No Report – Chair West was unable to attend the August meeting but he
James West emailed his Report – a listing of upcoming events to the Board (Copy attached)

Communications & Awards: Chair Elam sent his Committee Report to the Board by e-mail. (Copy
Michael Elam attached) He has been working on updating the Association website to make sure all the information is current and up to date.

Government Relations: There was a funding raising event for Charles Grassley in Des Moines on July
Tracy Hitchcock 21st. IAHU had several Board Members present. NAHU's Federal Priorities were updated and discussed in great detail at the Annual Meeting. There was also discussion at National on how the different parties' platforms would affect our industry.

Member Services: The Membership Committee did not meet in July. Our current
Joe Evans Membership is 205. Chair Evans sent to the Board his Report (Copy Attached).

At Large Directors --

Western Iowa: No Report – not present
Casandra Mueller

Central Iowa: Confirms that he agrees with President Schreder's opinion that Board
Greg Shireman Members need to be held accountable and cannot expect to go to the National Meetings if they have not been active Board Members during the year.

Eastern Iowa: No Report – not present
Jim Rang

Old Business President Schreder is in the process of setting up a shared Dropbox folder. We will be able to share documents for members of the Board.

New Business Board Member Evans – there are different levels for Corporate Sponsors. One of the value adds is the sponsor receives one or a numbers of NAHU Memberships. Evans wants to clarify that the intent of this was to spur new memberships and not to reimburse existing memberships. In the past this was administered loosely because it had not been clear. But now, Chair Evans wants to make the recommendation that going forward this program be administered to reimburse for new memberships only. The Members of the Board agrees with this recommendation.

Next meeting will be September 8th at the Holiday Inn, 6075 Mills Civic Parkway, West Des Moines in conjunction with the Board's Strategic Planning Meeting.

Meeting adjourned: The August Meeting was adjourned at 4:15 PM.