

IAHU Board Meeting
January Board Minutes
January 12th, 2016

Called to Order	The January 12th Board meeting of the Iowa Association of Health Underwriters was called to order by Pres. Jarvela at 3:07 PM. The meeting was held at Delta Dental
Members Present --	Jarvela (on phone), Lindsay, Evans (on phone), Patton, West, Hitchcock, Thams
Members Absent --	Shireman, Schreder, Rang, Barr
Minutes --	Motion by Patton/seconded by West to approve the December Board minutes. Motion Passed
Financials --	Motion by Thams/seconded by West to approve the December Financial Report. Motion passed.
Presidents Report President Jarvela	President Jarvela reports that she is somewhat embarrassed because her name has appeared on the lapsed Member list. Her dues have been paid. This was a result of a change in business email addresses.
President Elect's Report Lynn Schreder	No report
Past President's Report -- Jess Patton	Bob Schow has called the Agent's Alliance Committee back together. Members from the IAHU are Jesse Patton, Eric Kohlsdorf and Joe Teeling. The concern is the discontinuance of commission from United Healthcare in the individual marketplace. Coventry is eliminating commissions in the SEP enrollment periods. This announcement was made just this morning. One element in this conversation is that the rates are filed with commissions There is some feeling that illuminating commissions within these filed rates would be a violation of state insurance law. As with past issues, the Association has to be very careful when commenting on issues involving commissions. The Association will not take a stand one way or the other regarding commissions. Our intent is to make certain we are able to educate our members regarding this issue.

Finance: The Board was sent copies of 2015 calendar year Profit and Loss statement.
Bob Lindsay It should be noted that there are a few transactions with negative numbers. These are journal entries used to place actual income or expense into the proper calendar year.

The 2015 year ended with a profit of slightly over \$3,600.
When you consider that we made a contribution to HUPAC of \$1,750 and a contribution to the golf outing charity, First Tee, of \$1725 the financial results of the Association can be considered favorable.

The Board was also sent a 2015 budget analysis report. The Board was sent in addition a 2016 budget for review and a copy of the 2015 check register.

Awards and No report
Communications:
Dawn Barr

Programs: Our first program of 2016 will be held on January 29. Jess Patton is making a
James West presentation on the changes to Medicare. That will be held at Iowa Bankers. The Committee plans on sending two emails per week promoting this event.

The Day on the Hill what is scheduled for February 2nd and the Capital conference is scheduled for the end of February. Because of these two somewhat major events it's the feeling of the Committee not to offer a Member meeting in the month of February.

There are no events currently scheduled for the month of March.

For the month of April, Dean Hoffman had offered to come and do his three hour self-funded presentation. The cost for this presentation is \$1500 plus travel fees. The Committee feels that this may be outside their budget. Because of the cost, it would be necessary to attempt to secure sponsorship. The Committee felt it may be difficult to do this. The Committee is going to attempt to find an alternative. They will contact carriers who work in the self-funded arena to see if they're interested in doing a presentation. Currently there is a tentative date for this presentation of April 21.

Our annual symposium is scheduled for May. Our Tax Strategy presentation is scheduled for the week after symposium.

Our golf outing is scheduled for June 9th.

For the remainder of the year, Troy Cook has committed to doing an Ethics Class in either September or October.

Public Service: No report
Karey Meek-Anderson

Government Relations: Linda Upmeyer was officially sworn in as the speaker of the Iowa House of Representatives yesterday. As Committee Chair West mentioned, our day on the hill is scheduled for February 2nd. As much participation by members of the Board for this event will be greatly appreciated. Our appointments begin at 11 AM that day and will run through 2 PM.
Tracy Hitchcock

Member Services: Because of the holidays, the Member Services Committee did not meet during the months of December. Chairperson Evans did meet with Graham Fuller of Mercer. Conversations continue attempting to arrange a list billing for Association members who work for Mercer. Work also continues to get Wellmark set up on a list bill as well. Current membership is 202. Retention is 81.94 %. This would be second in Region Four.
Joe Evans

Symposium Update: Chairperson Schreder was unable to attend the meeting this afternoon but she did send an e-mail symposium report. Symposium planning continues. The Symposium website is be set up.
Lynn Schreder

At Large Directors --

Western Iowa: No Report
Todd Thams

Central Iowa: No Report
Greg Shireman

Eastern Iowa: No Report
Jim Rang

Old Business

New Business Legislative Chair Hitchcock asked if she needed to secure a formal contract for lobbyist's services from Larry Blixt for the 2016 year. A formal agreement should be requested.

National Vice Chair Eric Kohlsdorf communicated with President Jarvela about the possibility of the Association making a \$1000 HUPAC donation. There is a \$1000 amount budgeted in the Associations 2016 budget. Last year the Association gave \$1,000 at Cap Con and \$750 at National Convention. Treasurer Lindsay suggested that a \$1,000 contribution be made now and then prior to National, following the results of our

Symposium, consideration of an additional contribution could be made at that time.

Following discussion, Motion by Hitchcock/Seconded by Patton that the Association make a \$1,000 contribution to the HUPAC Adm Fund. Motion Passed.

There was conversation that the Association can win an award if 100% of the Members of the Board make a contribution to HUPAC. To qualify, a Board Member has to contribute at least \$150.

Meeting adjourned:

Motion by Patton/seconded by West to adjourn the meeting – Motion passed. The December meeting was adjourned at 4:02 PM.