

IAHU Board Meeting
Meeting Minutes
August 8th, 2017

| | |
|--|---|
| Called to Order | The August 8 th , 2017 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Thams at 3:02 PM. The Meeting was held at Delta Dental. |
| Members Present -- | Lindsay, Schreder, Thams, West, Hitchcock, Evans, Strouse, Meek-Anderson, Mueller |
| Members on Phone -- | Shireman |
| Members Absent -- | Elam, Jedlicka |
| Secretary/Treasurer Report – Bob Lindsay | Motion by West / Seconded by Meek-Anderson to approve the July Board Minutes. Motion Passed Motion by Schreder / Seconded by Hitchcock to approve the July Financials. Motion Passed. Checking account balance as of 7/31/2017 was \$29,215.30. |
| President Elect’s Report/Symposium Mike Elam | No Report from Elam. President Thams discussed plans for the 2018 Symposium. There is zero availability at hotels in the Des Moines area but the Marriott is holding the 5 th 6 th and 7 th of June, 2018 open for us. Board discussion of Riverside Casino & Resort in Iowa City/Washington, IA. Thams indicated that Elam is making a recommendation that the Board enter into a two year contract with the Downtown Marriott. One important consideration is that locking a deal with this venue for two years will take the responsibility of finding a venue annually off the ‘plate’ of the incoming president. It should be noted there are cost reductions from the Marriott for this type of arrangement. Lengthy Board discussion followed concerning the pros and cons of a two year arrangement, the Des Moines location, changing the location to the eastern part of the state. June 5 th would be the golf outing and the Symposium would be the 6 th and 7 th . The Marriott has agreed to set aside parking spaces for our event in an attempt to eliminate the parking issues that were experienced this year. Motion by Strouse / Second by West To approve Elam’s recommendation to enter into a 2yr agreement with the Marriott for a two day event in June Motion carried by hand vote. Final comments -- Elam should continue to |

negotiate with the Marriott attempting to get the best pricing possible and determine available alternate dates for 2019.

Past President/HUPAC
Lynn Schreder

Discussion about the need for Board Members to participate in HUPAC. Discussion of the benefits for participation in the PAC at various levels of contribution.

Programs/Education
James West

Dr. Tom Evans is doing his presentation in Cedar Rapids on the 17th of August. 22 have registered so far. There will be a carrier update some time in October. So far nothing is planned for September.

Member Services
Joe Evans

Current Membership is 201 for the month compared to 200 last month. Since July 1 we have six new Members with one lost Member. I have three commitments for Members to join my Committee. We will assign past Member lists and call these people.

At Large Reports

Western Iowa
Karey Meek-Anderson

Waiting for information on upcoming programs to set dates for programs in Western Iowa.

Eastern Iowa
Rick Jedlicka

No Report

Corporate Sponsors
Cassandra Mueller

Contacting our neighboring states about how they handle corporate sponsors. Annual sponsorships vs. Symposium sponsorships. The Board received information on what Minnesota does. Possibly consider annual sponsorships. Should reach out to our largest two sponsor for their thoughts. Discussion lead into hiring an executive director and administration of our DropBox accounts – both Board and Symposium.

Communications
Tracy Hitchcock

The Committee anticipates running reports from the Association social media sites. The Committee has received a social media guidebook from National which will be used as a guide for our procedures. The focus is getting Member updates through our various media sites. Twitter as an example. There have been some minor changes to our Association website. There should be more discussion about whether we totally overhaul the site or should this be included in a formal RFP.

Awards
Greg Shireman

Shireman reports that he is in need of Members for his Committee.

Government Relations
Marcie Strouse

Strouse and Hitchcock attended a hearing last Wednesday on the Stop Gap Measure. It is the feeling that there is a good chance that the Stop Gap

Measure/Waiver will be approved. There should be an answer from HHS within two weeks. It should be noted that the approval would mean the elimination of the State Exchange. It is one or the other – Exchange or approval of the Stop Gap. It is important to remember that the premium assistance within the exchange is not guaranteed to continue forever. It is approved monthly but if the Stop Gap measure is approved then you have the whole state working for an affordable solution.

President Report
Todd Thams

Thams plans on attending the Region 4 Planning Meeting in Omaha. Next Board meeting is scheduled for September 12th.

Old Business

No Old Business

New Business

Our Chapter was recently recognized as a National Champion Small State Chapter by NAHU. An awards banner was presented to President Thams.

Meeting adjourned:

4:25 PM

Become an Annual Sponsor

Your annual sponsorship runs concurrently with MAHU's fiscal year: July 1 - June 30.

We have a level of sponsorship that will fit your needs and your budget

Enjoy a variety of benefits (based on your level of sponsorship)

2017-2018 Annual Sponsorship Opportunities

| | |
|---|---------------|
| Partner Sponsor | \$4500 |
| <ul style="list-style-type: none">• Two transferable passes to each MAHU member meeting• Two transferable tickets to each MAHU social event• Two annual convention passes• Exclusive Pre-Convention Dinner with Janet Trautwein (one free pass and the opportunity to purchase one additional pass for \$125)• Premium exhibit booth at annual convention• Full page ad in convention booklet• Recognition in convention materials• Logo visibility on website• Logo visibility at all MAHU events• E-newsletter visibility• One-time mailing list access | |

| | |
|--|---------------|
| Advocate Sponsor | \$3000 |
| <ul style="list-style-type: none">• One transferable pass to each MAHU member meeting• One transferable ticket to each MAHU social event• One annual convention pass• Standard exhibit booth at annual convention• Half page ad in convention booklet• Recognition in convention materials• Logo visibility on website• Logo visibility at all MAHU events• E-newsletter visibility• One-time mailing list access | |

| | |
|---|---------------|
| Agency Bundle | \$1250 |
| <ul style="list-style-type: none">• One transferable pass to each MAHU member meeting• One transferable ticket to each MAHU social event• Two annual convention passes• Recognition as a MAHU agency sponsor at all events | |

| | |
|--|---------------|
| Large Agency Sponsor | \$2500 |
| <ul style="list-style-type: none">• Two transferable passes to each MAHU member meeting• Two transferable tickets to each MAHU social event• One annual convention pass• On-Site CE class• Legislative update• Half page ad in convention booklet• Recognition in convention materials• Logo visibility on website• Logo visibility at all MAHU events• E-newsletter visibility | |

