



## **IAHU Board Meeting Agenda**

**Tuesday July 10, 2018 3:00PM**

**Delta Dental of Iowa Offices or dial in:**

**877-668-4490, meeting number: 741571599, password: ECG3da84**

**Call to Order/Roll call –Mike Elam Called to order at 3:07**

**In attendance: Scott, Joe, Mike, Casandra, Tracy, Marcie, Karey & James**

**Secretary/Treasurer Report – Bob Lindsay**

Approve Prior Meeting Minutes – **Mike Elam**

Motion to approve by Joe 2<sup>nd</sup> Tracy

Motion approved

Finance Report/Approve Treasurer Report – **Mike Elam**

Motion to approve by Scott 2<sup>nd</sup> Karey

Motion approved

**President-Elect Report – James West**

Golf outing sponsorship changes

\$80 for participant will cover all costs

Sponsorship should cover all prizes

No CEs

We are working on getting sponsorships

**Past President Report- Todd Thams**

**Programs/Education – Scott Schroeder**

Committee met July 9<sup>th</sup>

See attachment

Golf Outing

Sponsorship amounts coming down to \$750/\$500 & \$250

Deadline August 17<sup>th</sup>

Board is going to send out the flyer for the golf outing to all potential sponsor opportunities.

General Meetings

Face-to-face 3 to 4 times a year with 3 -4 credits each time

Looking for sponsors for these events

Offer GAs the opportunity to host

We talked about adding in webinars or other web based programs for the off months

Possibly add a fun event around one of the meetings

We are going to add some community service projects to work towards the award

Tracy is suggesting that the committee decide the details and share with her so she can get communications out and we can get the dates on the website.

We are going to keep the monthly meetings in Des Moines area and go to quarterly for Eastern Iowa to see how it works.

## Member Services – **Joe Evans**

Goal is 30 new members

We had 8 new members come on during the contest period

We had 3 apps collected the day of the symposium and 4 went online and enrolled

## At Large Director's Report:

- Western Iowa Programs – **Karey Meek-Anderson**
  - Having a hard time getting traction in Western Iowa
  - Looking to Gas for help
- Eastern Iowa Programs – **Rick Jedlicka**
- Central Iowa Programs/HUPAC – **Lynn Schreder**
  - 9 new contributors up 15.5% of membership from 11%
  - \$1652 new dollars
  - 4 new monthly contributors that came on during the symposium
- Corporate Sponsors – **Casandra Mueller**
  - We are looking at a per event vs annual symposium
  - Casandra is going to come with two different proposals to decide at the next board meeting

## Communications – **Tracy Hitchcock**

DMS sent out a letter to the board showing their benefit offerings and showing that they are working with Prisma Strategies as their current agent. There were some concerns regarding the conflict of interest. Tracy has been their agent for a long time and had disclosed that to anyone that was working on the RFP process with her. Several board members were aware of her relationship. The email was just showing that they offer these benefits to their Association clients. This was only sent to the board members and not to the membership or to our list of contacts. They also provide a lot of other benefits to their clients to help reduce costs. The relationship did not impact them getting our business. She looked at all possible options and DMS was the only one that could do all the things we needed them to. The only other option that was in the running was working with Nebraska AHU's current manager who was just starting to work with Minnesota at the time of our RFP process. At the time of the RFP process Tracy was leaning towards this company since they were already working with other AHU chapters and they had a good handle on how our Association works. After several conversations with her she quickly realized that they did not have the capacity to take us on in addition to Minnesota and do all the things we needed her to do. Since then we have learned that she ended up dropping Minnesota AHU's management. DMS won the business because they earned it not because of the relationship with Tracy. They traditionally have much larger clients and Tracy voiced her concerns to them at the time to make sure that we were going to get the same amount of attention and DMS told her at that time that they would not take us on if it didn't make good business sense. We have had an excellent relationship with them so far. Everyone at the meeting feels comfortable with the relationship.

Attached is an email from DMS.

We rolled out our new website

We have a meeting scheduled on the 17<sup>th</sup> for training

Anyone is welcome to join the meeting

DMS could come to a board meeting to do training

All communications would go through Tracy to be the gatekeeper

## Government Relations – **Marcie Strouse**

In communication with the IID regarding the rules for AHP plans  
We are going to ask Larry to stay another year at the \$7500  
Marcie will be scheduling a meeting with him soon  
We will also be looking for replacement since he will be retiring soon

**President Report – Mike Elam**

Symposium Wrap up – Mike is going to send the report to everyone  
We are going to keep the symposium in Ames at the Gateway for 2019  
Survey results were positive  
Dates for the symposium  
    We are looking at possibly doing it in April  
    James is going to find out about attendance at different times of the year  
    Symposium Committee – Tracy, Marcie, Casandra & Scott

**Old Business**

**New Business**

**Upcoming Event Dates:**

August 2-3, NAHU Region IV Meeting at Iowa Bankers  
August 14, IAHU Board Meeting at Delta Dental  
September 7, IAHU Annual Golf Outing at Beaver Creek Golf Course

**Motion to end meeting by Mike 2<sup>nd</sup> by Karey**

**Meeting Adjourned at 5:19**