

IAHU Board Meeting

Meeting Minutes

July 14th, 2020

Called to Order The July 14th, 2020 Board meeting of the Iowa Association of Health Underwriters was called to order by President West at 3:05 PM. The meeting was held via ZOOM Video Conferencing.

Members Attending -- West, Strouse, Evans, Schroeder, Mueller, Lindsay, Hitchcock, Stoll, Elam, Weakland

Members Absent -- Jedlicka

Secretary/Treasurer Report – Bob Lindsay **Motion by Weakland / Seconded by Strouse** To approve the minutes from the June Board meeting. Motion Passed.

Motion by Evans / Seconded by Elam to approve the June financial report. Motion Passed.

Programs/Education - Kyle Weakland / Scott Schroeder The Program Committee met on July 13th for their first meeting of the new association year. Co-Chair Schroeder spoke to the Department of Labor and they will make a presentation on criminal healthcare cases at one of our member meetings, probably sometime in the Spring. There was a discussion on upcoming programs and the decision was made to not have any further meetings until at least October which would be a virtual meeting. The current focus will be on the upcoming symposium and golf event. There was discussion on having a possible carrier update as the program in October including a presentation from the insurance division. The committee agreed that the meeting for this year will continue to be held the third Thursday of the month. The Committee will continue working on the 2021 calendar and to look for a new venue for meetings. Wellmark may be an option as a meeting venue.

Government Relations Marcie Strouse The Region 4 Legislative Call was today. The New Region 4 Chair was introduced. Samantha Malovrh, a compliance attorney with OneDigital Health and benefits in their Plymouth, MN office. The Legislative committee is focusing a lot on COVID. HR1429 – deals with premium tax credits and the liability to people who lose their tax credit. This bill passed the House but it has a zero chance of passing the Senate. More of a political statement. Discussion of the Grassley/Wyden Bill has been introduced, but there is little interest by leadership in moving the bill forward. The bill would impose some stringent price reporting controls on the pharmaceutical sector, as well as continuing some significant rebates from drug manufacturers. There also is no Democrat support either. The committee plans on meeting at the end of the month for strategic planning. It is also time to be contract negotiations with our Lobbyists. That contract is due for renewal at the end of the year. We have received very good service from them and they are very well respected in the legislature.

Member Services
Joe Evans

Last month we were at 191 members. That number remains unchanged for this month. The committee is continuing to focus on growth in membership this year. We plan to continue sending welcome emails and call to welcome all new members to welcome them to the association and call all lapsed members to ask them to rejoin.

Continue to communicate with GA promotion partners to continue to have them to continue promoting membership growth. Discussion on possible financial incentives for new membership. Possibly tied the symposium registration, maybe discount in fees.

I am working to form my new committee for this year.

3rd Quarter projects:

- Stay focused on committee mission and responsibilities. Solicit membership for committee members.
- Continue to promote membership with GA's and wholesale agencies.
- Solicit non-members from our CE meetings
- Optional: Start membership campaign for October as contest incentive to drive new membership

Communications
Mike Elam

Discussion on Member of the Year Award and Legacy Award. Decisions were made for both. **Motion by Strouse / Seconded by West** -- That Tressa Smith be awarded the 2020/2021 Member of the Year Award. Motion Passed.

Motion by West / Seconded by Strouse That the 2020/2021 Legacy Award be awarded to Jessie Patton Motion Passed.

Both Tressa and Jessie will be notified and a formal presentation will be made during the annual symposium.

Corporate Sponsors
Cassandra Mueller

Discussion on the sponsorship that have been received. One concern of the committee would be sponsors from previous years who have elected not to sponsor this year. Total sponsorships received so far this year is \$33,943.70 in paid sponsorships. Discussion on a GA who has scheduled their annual education meeting on the same day as our symposium. We have \$6,353.27 in registrations so far.

At Large Reports

Eastern Iowa/HUPAC Chair No Report
Rick Jedlicka

Central Iowa/Awards No Report
Co-Chair
Krissy Stoll

Past President's Report James West	I am looking forward to continuing my work with the Association. Thank you to all the Board Members for the work that you do. Discussion on having our golf outing. The thought is to hold it on September 11 th .
President's Report Tracy Hitchcock	President Hitchcock thanked out-going President James West for his service to the Association and acknowledged that James has committed to continue his service to the association by committing to assume the position of President Elect. President Hitchcock also acknowledged new Board Member Kyle Weakland.
Old Business	No Old Business
New Business	The first day of our symposium, August 18 th , we are finishing the day with a 'Happy Hour' Event. We are mailing all attendees a perks box with several items, one being a customized IAHU mug with symposium/association logos. Also discussion of using a third party vendor, Jott Form to handle our on-line CE tracking. Not only for the symposium but for our breakout CE meetings as well. Discussion on Board Members doing introductions/other spots at the symposium. Discussion on updates to our website. Discussion on the CE's being filed as in person. Discussion on promotion and notices being send to both members and non-member as well.
Meeting adjourned	Meeting was adjourned at 4:34 PM