

UAHU Board Meeting
October 13, 2015

In Attendance: Craig Symes, Dave Mortensen, Martine Smith, Lynn Strate, Craig Paulson, Beverly Holloway, Bart Tapp, Brett Neville, (Doug Bronson, Adriana Piziak, Kaelyn Spencer by phone), Matt Spencer

Excused: Rob Sautter, Rayna Simmons, Randy Allred, Tim Gill, Josh Schreiber, Mike Sonntag

Action Items: Lynn will attach the Profit and Loss Statement year-to-date to the minutes when distributed. Each Board Member needs to send a three to five line update on what they have done that month a couple days prior to the board meeting – email this to Martine, Craig and Bev. Lynn to call Wells Fargo to see who is on the signature card for Central Chapter. Matt, Craig and Dave could take the list and split it up to call member to get cards updated for HUPAC.

Craig Symes – President

Welcomed everyone. Region VII conference call last week. Discussed the passage of the Small Group Protection Law. Not a lot of substance to the call besides that. Message on HUPAC, there are two funds. Can sign up for the National PAC online. Will discuss the State fund here when we get to Matt.

Executive Board met and approved an increase for Mike Sonntag and Martine. Martine is reviewing.

Lynn – Treasurer

Profit and Loss Statement will be attached to the minutes. Operating Account Balance \$40,974.69. Income fiscal year to date \$11,825 - Expenses \$28,201 Net Operating Income \$-22,100.44

Adriana – Professional Development

Would like to thank the Board for helping with the October 9th CE. The original plan fell through so it was so helpful to have the Commissioner step in and fill the date.

January and February are scheduled for next year. Work on the Ethics for March. DOTY is reserved through 2017.

March Ethics – spoke to Gary Holdorf of Cape Education. He would charge a fee for books and the filing fees for Sircon. TDA reimburses Sircon fees for us and RaNell files it – so it would just be the book charge. We could charge a bit more to cover the book fee. Also, he would allow us to look through a number of classes and pick the ones that interest our industry. Offer it in one hour increments.

Tim Gill thanks for securing the room at SelectHealth. In April, we will have a tax seminar from the Bradford Agency. Did it a few years back and it was well received. Will still have the April CE lunch. Membership report – am sending a quick welcome and thank you email.

NAHU Benefits form – Tim Gill wanted something – Craig Paulson put something together – so it is still in draft form – but is close to being ready.

Beverly – Awards

Bev is not receiving a monthly report from each Board Member. Need to send them to Bev by email so she has the email. She only needs three to five lines. Each Board Member is supposed to be doing this a couple days prior to the board meeting.

Please send them one for each month – August, September, and October.

Media release has gone out, Bart has one more ready that is being finalized by Craig.

Board meetings – should be open to all members. Martine did send out an invite last month, but forgot this month. Dave requested that we put an invite to attend Board Meetings on the website.

Will pull the ByLaws from her Board book.

Put on the website the State Annual Budget and Profit and Loss Statement. Martine will get Bev the tax exempt status and the incorporation papers. Directors Liability Policy. Do we purchase Liability for State events? Yes, through Banasky. Yearlong policy and encourage them to be members.

Board recruitment award. Martine is keeping track. Can add a board member sponsor after the fact if one is not listed on a new member application.

Bev asked if the Local Chapters are reaching out to the colleges. Doug by phone, Kaelyn by phone --are you doing anything to recruit local chapter? Doug says no, but they do a little blurb at the CE classes about the advantages of membership. Kaelyn says they send the CE invite to all health agents not just UAHU members. Bev is asking more about recruiting someone to the industry. Job shadowing, donation to the U was made to the Business School. Luke mentioned that BYU has a school of insurance. Will continue to look into this.

Bev needs the documentation of meetings with carriers and industry colleagues.

Brett – Retention

Retention – monthly emails going to anyone whose membership has lapsed. Brett will copy Bev on those email so we have a record for Awards purposes.

Looking for nominations for Agencies that we can do a recruiting visit with Brett and Craig and use the new membership flier. Will probably target this for January and February. Gail Cushenberry and Penny Carrigan are the Membership/Retention Chairs from the local Chapters. Email them monthly and copy Bev.

Closing the Central Chapter. Lynn will call Wells Fargo and see who is on the signature cards down there. She used to be and might still be, if so, could maybe just blend it into the Operating Account. Will call Debbie Johnson. Will the members be able to elect to move into the Salt Lake Chapter?

Martine – Communications for Rayna and Josh

A newsletter did go out last month. Bev needs a copy of the distribution list for awards.

Legislative activity email from Josh - September 17th we had a legislative planning meeting at my office. In attendance were Mike, Craig, Randy and myself. We discussed known upcoming legislation and legislation we may want to pursue. We would like to pursue legislation protecting insured consumers from provider balance billing during ER visits. Mike is following mandate legislation that will creep in this year.

On October 9th Mike and I attended the Healthcare Task Force's 3-hour meeting, which was solely about Medicaid expansion of Utah, called Utah Access Plus. There were no votes taken on the plan, simply an explanation of what it entails and of course an hour of hearing from providers and the public regarding their opinions. The latest legislation itself tackles for the most part, how to pay for expansion. It comes with a charge to 18 different providers including Doctors, hospitals and pharmaceutical companies. Doctors would see an increase in their yearly license fee. They feel it unfair to tax the same providers who are going to be giving care to the recipients. Many said they would no longer practice, or leave the state to practice elsewhere. Senate President Niederhauser advised the board, a simple up or down vote won't suffice for this legislation. It will continue to come up as an issue until something is passed. The SL Tribune had an article today that noted they will be looking Tuesday to see how many votes they may have in support of this if it were to come to a vote. <http://www.sltrib.com/home/3056065-155/new-medicaid-expansion-plan-seems-doomed> the title says it all.

The Healthcare Task Force meets again October 22nd.

Bart – Media

Media release sent out last month introducing the new board. Still looking at how many on the distribution list opened. Will doing a media release each month. Next month will be a thank you to the Commission and Legislature for protecting the small employer

definition. The following month will be highlighting the Find a Agent button on the website – find an agent who is a UAHU member.

Ken Spencer sends a monthly communication – he may distribute some of our media releases. Utah Business Magazine – we have contacts there. Martine will send Bart the information.

Posting annual election period for Medicare might be a good subject.

Matt – HUPAC

Problems with the PAC are multi – Matt has been doing the monthly reports to the State and monthly bank account balancing. There is about \$13,000 in the account. Have only done credit cards. Now chips as well as expirations are dropping cards off the list. Matt-Craig and Dave could take the list and split it up to call member to get cards updated.

We have thought about getting away from credit cards – Matt went to Wells Fargo about signing up a checking account. There are two options – surepay and bill pay. Both require the agent to give their bank account and routing number. It's 50 cents a person. It has a third party collect and then distribute the monthly amounts.

Craig says stick with the credit card – keep it simple. Credit cards are safer because of the company protection.

Chapter Updates – Doug, Northern, Kaelyn, Southern

Northern Chapter has talked to members and decided to hold no CE classes until January. Did have 3 good CE classes over the summer.

Southern Chapter – didn't plan to replay the October meeting. Commissioner is coming to St. George on Monday. So they will have their own meeting.