

UAHU Board Meeting
September 1, 2015

In Attendance: Craig Symes, Dave Mortensen, Martine Smith, Lynn Strate, Craig Paulson, Beverly Holloway, Bart Tapp, Randy Allred, Brett Neville, Doug Bronson, Kaelyn Spencer, Matt Spencer, Tim Gill, Josh Schreiber, Mike Sonntag, Adriana Piziak

Excused: Rob Sautter, Rayna Simmons,

Action Items: Adriana is working on October 7th CE Presenter. Tim Gill will check with others at SelectHealth since the original speaker, Taylor Turner is now unavailable. All Board Members turn in a few lines on your activities for the Association for the past month (to Beverly). All who attended Region VII meeting, please do a small write up of what was learned and of interest and get to Beverly. Matt to get balance amount in HUPAC fund to Craig – need to decide on level of support for Dunnigan Fundraiser. Brett and Craig S. to plan trip to Vernal area about interest in a new Chapter. Brett will get dates sent to Craig to set up visits to four Salt Lake area large agencies. Martine to get Matt a list of luncheon attendees and he will mark HUPAC donors. Recognize them with a sticker. Martine will work on getting HUPAC donation form added to the UAHU website.

Craig Symes – President

Welcomed all. Passed out agenda. Motion made to approve the Board Meeting Minutes from May and Strategic Planning Meeting Minutes from July, Dave seconded and all approved.

Region VII Conference in Idaho - great time, boat meeting was a lot of fun and very informative. Good representation from Utah.

Leadership presentation shown on screen.

We are currently reviewing compensation for Mike and Martine. Little bit of a dilemma to run in the red but want to make sure we recognize their contributions.

Reimbursement Policy – sent out to all. Policy for national meetings is airfare, ½ the room, registration, travel needs, usually have a group meal. Martine checked with other Chapters and we mirror most of the Chapters in our area. Have had a suggestion to cover all of the room. Some Chapters allow a pre-set amount and if you can find cheaper lodging you can get all covered. Our past fiscal year ended in the red so will not make a change to this policy at this time.

Read the Anti Trust Policy from NAHU.

Martine Smith – Executive Director

Day on the Hill - we have been approached by NAIFA to share sponsoring the event. This year we allocated the income made from Day on the Hill registrations to HUPAC but show the expense in the Profit and Loss Statement. Income from the event was \$1,156.68.

Lynn – Treasurer

Passed out Profit Loss Statement for the past fiscal year. Went through some of the categories. Overall income was \$125,788.85, overall expenses totaled \$134,032.93. Will move Sales Congress from Little America to the Culture Center and should save somewhere around ten thousand based on those numbers. Speakers cost more this past year than most past years. So there are places we can save money.

Adriana – Professional Development

Bios and presentations have been given to Martine to have posted for award purposes.

All details for the September meeting are in place. This is our Fall Fundraiser so please encourage anyone you think would find it beneficial to sign up. 3 hours of CE.

October 7th luncheon meeting. Employer Shared Responsibility – SelectHealth cannot send a speaker that day. A deposit has been paid to the Cultural Center for October 7th. Taylor Turner was the one not available. Tim Gill will check with SelectHealth. Don't really want to change the date – but will look at that and will look into speaking on another topic if necessary.

Held April CE meeting Held May Sales Congress with 2 hours of CE, July CE meeting was full to capacity.

Show the NAHU video at the next CE.

Beverly – Awards

Conversation with the Commissioner - Commissioner discussing state regulation, fraud, would that be a possibility for CE credit?

Asked each Board Member if they could prepare a summary (just a few lines) on what you have been doing in your board position. Really need those reports from each so we can include them in communications. We need to tell our members what we are doing.

Commentary from those who went to Region meeting – submit a couple sentences to Beverly of what you learned.

Josh, Randy – Legislative

Have not had any meetings since the session ended. If/when we do, we need to gather the proof of meeting (an email or invitation, or document that exchanges between parties). That is what meets the qualifications for the Landmark Award.

Medicaid Expansion – Gov met on July 27th agreed to Milliman factors. Doctors will pay in, RX will pay in, and Hospitals will give the most. Went to the advocates for the poor to see if they would support a sales tax on food increase. Hughes (speaker) does not have the votes in the house to get it passed at this time.

Doug asked whether we were going to push for anything based on the new Zenefits model? Insurance Commissioner would require documented cases to even take it up. Too close to when the decision was made, maybe a year down the line.

Providers are balance billing after an emergency room visit out-of-network. Is there any talk of legislation to protect consumers? Would that be a possibility this year? Athletic Trainers are pushing to become providers.

Utah Manufacturing Association want to do their own Association Health Plan. Discussion about how that would work and what rules would apply.

Dunnigan fundraiser – Matt will check the balance of the HUPAC fund. Rocky Mountain Raceway – 3 levels, \$500, \$1500 and \$3000 levels. Can we send out a notice as an Association to our members?

Brett – Retention

We are seeing new members but don't know the overall total.

Landmark Award – goals and objectives to earn the membership points – Charter a new Chapter. Consider a new chapter for the Roosevelt, Vernal, Duchesne and Price area. Need to have 15 members. 5 need to serve in a board position. Have the paperwork and by-laws. Plan a trip to the area. Membership campaign starting today that will run for 6 months. It will include the new Chapter as well as 4 big agency personal visits, Gallagher, GBS, Hays, Moreton. Will send dates to Craig. Since Craig has already visited with GBS – that meeting can be to hand deliver some NAHU applications.

Participating on Regional calls. Got notes from Coeur D'Alene meeting from Heather Hart when she visited recently. Want to do some recruiting from the local universities. Could they allow extra credit to attend one of our meetings? Recruit new young members.

Last Friday, Mike and Craig had a meeting with GBS. GBS wanted to try to show more support to the Association. Bring some membership applications to Diane Fullerton. Ray Hussy is in the Roosevelt area, Craig will contact him.

Have followed up with all lapsed members by email.

Bart – Media

Matt – HUPAC

New credit cards are coming out with chips – so old credit cards are dropping off in larger numbers. The list of those who **used** to donate is getting larger. Matt will try to contact those who have lapsed. One push is to move to checking account withdrawals. Could Martine get Matt a list of luncheon attendees and do a sticker for those who donate.

Add the donation slip to the webpage. Martine will work on that.

27% of board members donate nationally.

Chapter Updates – Doug, Northern, Kaelyn, Southern

Northern Chapter – had 3 good CE courses. Will not hold them during the open enrollment period over the last few months of the year. Will start meetings again in January.

How can we bring value to the agents? Couple that with small vs large agencies and their participation levels. Why could we not partner with NAHU and Utah and subsidize the services and allow the small agency to get some really good pricing to offer those free item things. Try to find a local vendor. Not enough happening with NAHU – can we create a committee?