

UAHU Board Meeting

Tuesday, March 14, 2017

Dental Select Board Room

Attendees: Craig Symes, Lynn Strate, Trenton Olson, Crystal Cowley, Doug Bronson, Rob Sautter, Martine Smith, Brian Christensen, Tim Jackson, Craig Paulson,Carolynn Badger, Mike Sonntag, Bart Tapp, Matt Spencer, Beverly Holloway

Excused: Jeff Hyde, Steve Nielsen, Tim Gill, Rayna Simmons

Action Items:

- Rob to send a note to NAHU – would a waiver for community rating for the State be something the Trump administration would consider?
- Martine to send Beverly emails showing the feedback on the operation shout out, especially the 2016 one
- Doug to send the Northern Chapter summary of events to Beverly
- Rob to send Beverly details on membership blitz day
- Martine review the website email from Beverly and work on any needed changes

1. Welcome

Rob read anti-trust statement

Motion to approve minutes from February meeting seconded and approved

Review previous action items

- Doug and Jeff to send achievement list to Beverly for Chapters
- Retention calls – Brian and Carolyn were on the last call with NAHU – determined this is the first call they have had in a while so we have 100% attendance!
- NACHU website was reviewed during the March CE ethics lunch
- Leadership list is posted on the website now – Martine to send a list to Beverly
- Brian and Carolyn to send Beverly a list of those emails that the emails welcome and retention emails have been sent

2. Committee Reports

Treasurer – Lynn

- **Motion made to approve P&L by Rob, seconded by Craig and approved**
- We are getting closer to a balanced budget

Legislative Report – Mike, Steve and Tim:

- Air Ambulance is completely carved out from all State regulations and will continue to be a problem with balance billing. They are out selling their own insurance policies currently.
- Balance Billing (HB395): House passed 80% of billed charges proposal, Senate failed to act
 - o We want to continue supporting this to get something for next year on the table. Mike to work with Dunnigan to find another sponsor for the bill in House or Senate leadership.
 - o AHIP provided a chart of Medicaid and Medicare which showed average contracted rate was \$160 vs \$600 in billed charges
- Clean up bill and wind down AvenueH passed
- Risk to Shop Bill – passed as a trial with PEHP
- Step Therapy – didn't pass
- Opioid bills – 3 bills passed that will have an effect on our clients.

- President Trump may be more willing to consider State waivers. Would Utah want to request one on community rating? Rob to send a note to NAHU to determine if that's something that may be considered and worth talking with the State about.
- Mike requested \$500 to attend an event in St George. \$500 is then donated to a legislator for event attendance. Motion made and approved.

Awards – Beverly

- 4th street clinic Health Insurance Awareness Day check will be delivered. Pictures will be in the newsletter and provided to Beverly.
- Tasks need to be completed and are under the action item list.
- Beverly needs a list of the media contacts – Bart to send
- Had a successful February CE meeting and a successful 3 hour ethics meeting in March. During the March meeting a demo of the NAHU website was reviewed with members in attendance
- Membership blitz day will be done as an email blitz on 3/22. Email will be sent to the list of emails we purchased from the State of all agents in Utah (7000)
- LPRT notes will be in the March/April newsletter
- LPRT has been posted online.

Media – Bart

- Op-Ed will be sent to the media by Friday
- Will send Beverly a list of everything we have done this year to ensure we have a complete list.

Professional Development

- April: U of U Health Care – wellness. Rob will reach out to a carrier to sponsor
- May – Sales Congress
- June – No meeting
- July – Senior Benefits – Medicare – will be held at the IASIS office building.

Membership – Brian

- Membership blitz slides have been added to the broker presentation and has been presented to GBS Benefits, McDermott, and Buckner.
- Has encourages at least a few account reps from GBS and Buckner to sign up with UAHU
- Copy of the slides have been provided to Beverly
- Attended the membership call with NAHU

Retention – Carolyn

- Continue to reach out to lapsing members
- March Madness – EFT is better than credit card. For anyone signing up for bank draft between March and May as a new member will receive \$50 off the National membership. Add March Maddness info on the membership blitz email. See Carolyn's forwarded email with the details.

HUPAC – Matt

- NAHU requested a \$500 - \$2000 donation. This would come from the State Budget and not the HUPAC account. Decided to keep a balanced budget and if at the end of the year we are ahead we would consider donating at that time.
- Considered moving the PAC donations to EFT rather than credit card. There is an additional fee to process EFT's though so this was voted against in the past and not up for vote now.

Northern Chapter – Doug

- March lunch on ethics with Commissioner Kaiser and Mike presenting. Anticipating 60 people. Board members are welcome if they could make it.
- Don't have an April meeting planned at this time
- 5 people have volunteered to be on the board next year
 - o Carolyn will be president and Raylyn as Vice President

Meeting Dismissed

DATES TO BE AWARE OF:

MEETING	DATE	LOCATION
April Board Meeting	April 11, 2017	Dental Select
April Lunch - Wellness	April 12, 2017	Doty
UAHU Sales Congress (Golf)	May 16, 2017	TBD
UAHU Sales Congress	May 17, 2017	Cultural Celebration Center