



**OAHU Board Meeting
January 28th, 2021
Conference Call**

In Attendance: Sandra Moody Greshman, Rich Muccio, Kelly Belote, Ingrid Martin, Barb Gerken, Jennifer Kaufaman, Bill Barrett, Debbie Bogdan, Sherri Rutter, Bob Nicoll

Meeting called to order at 1:02 pm

Treasurers Report

The information has gone out to all members. Dues are down, which is to be expected with the current world situation.

Motion to approve minutes made by Debbie Bogdan, seconded by Sherri Rutter.

Chapter Reports

Southwest Chapter-Will be holding a webinar with the department of labor on February 10th, 2021. Continuing to work on a Medical Marijuana expo. To avoid not meeting the meeting minimum, they are looking to rent a private room at a brewery to attract a wider audience. They feel this needs to be an in-person event.

Columbus Chapter- Decided to avoid additional "Zoom fatigue" for their members, and send out regular emails with announcements, legislative updates, and upcoming virtual events. They have also been making use of their social media to post upcoming events and articles posted by NAHU. These posts were regularly posted on Wednesdays or Thursdays. Since the pandemic is not letting up as of yet, they have started planning several virtual events. There are 4 on the schedule, with additional planning for a golf outing, annual expo, and annual Medicare summit.

Northeast Chapter-Currently working on the Annual Expo that will be held on March 10th, 2021. Also, in the process of setting up the 2021 Golf Outing. They are beginning the "all-hands-on-deck" campaign since they are seeing a decrease in membership. They have advertised the offer from State for reimbursement to 9 members to attend Cap Con. To reach members a bi-weekly newsletter has been sent out which includes the upcoming virtual events and encouraging support for HUPAC and OAHUPAC.

Western Reserve Chapter-Chapter went "dark" during the open enrollment period of October-December, but are now scheduling regular meetings via Zoom, most with offerings of CE. They are hoping to send 3 members to Cap Con this year so the chapter can stay up to date on any changes to the health insurance industry. Their membership has been steady.

Northwest Chapter-no report included in packet.

CCI

Bob Nicoll reported that the traditional group rate was filed in November with the retro group deadline being January 28th for the 2021 policy year. We will now start to advertise again for the traditional group rate. Only 16 agents from OAHU sold CCI which resulted in 6 new policies. All other income we received is given to us as a gift for CCI. CCI and Careworks will be merging into Sedgewick. May begins the open enrollment period for managed care.



President's Report

Sandra Moody Greshman brought up the new executive order, signed by President Biden, that opened the Open Enrollment period of the Affordable Care Act through May. OAHU will be advertising on the association's social media pages with information directing them to find an agent, please visit www.healthbenefitsohio.org

COVID-19 Vaccine

Sandra Moody Greshman stated we would be putting together an informational webinar that will be free for everyone. It will be a panel discussion with insurance brokers, insurance companies, doctors, etc. We originally had it set up for February, though Sandra thinks it should be pushed back, allowing more time for planning. Bill Barrett has already confirmed two panelists.

OAHU Leadership Awards

Sandra Moody Greshman reminded the board to look at the awards in the meeting packet. Sandra then recommended everyone submit nominees to her. Sandra also spoke about the Region III meeting, stating they are encouraging chapters to apply for the NAHU awards as well. Sandra prompted the board members to apply for LPRT and submit for reimbursement from the State.

Ohio Public Employee Retirement System (OPERS)

OPERS is currently offering health insurance for all the retirees in their groups. As of 2022, OPERS will not be offering health insurance to pre-Medicare members. They will instead, provide an HRA reimbursement up to \$1200 per month based on years of service and salary of that current employee. Sandra Moody Greshman wants to ensure OAHU is in the forefront of organizations letting those members know they can reach out to an OAHU agent for assistance with their insurance.

Membership

Membership is down across the country. The primary focus right now is to keep the members we currently have. NAHU has initiated an "All Hands-on Deck" campaign. NAHU suggests all board members split up the membership lists between them and make calls. We will have a quick membership drive that says the first ten members to sign up in the next ten days will receive half off their registration fees. This membership drive will be used to help motivate chapters and new members.

ACTION ITEM: The first 20 new members that join before February 10th, 2021 will receive \$100 for their CAP conference registration. Bill Barret makes motion to approve, Jennifer Kaufman seconds.

Legislative

Legislative met this morning and discussed the current transition into the new legislative session. Because of this, there is not much being discussed or moved forward at the moment. See the attached file for the legislative schedule. John Dodd suggested rather than having a day at the state house, board members should focus on setting up one on one appointments with legislators to discuss our interests.

OAHUPAC

Barb Gerken and John McGough are concerned that most of the names on the long-time contributor list for the OAHUPAC will begin to drop off as they retire. If these contributors are not replaced, there will



be a disruption of donations. As of December 31st, 2020, the total was \$7,796.78. The total as of January 27th, 2021 is \$12,752.78. Part of the reason for the lower-than-average amount, is the lack of fundraisers we have been able to hold due to the pandemic. Sandra Moody Greshman added there is a link to contribute directly online. John Dodd reminded the leaders to make an announcement regarding the OAHUPAC to encourage donations.

Meeting adjourned at 3:07 pm