



OAHU Executive Committee Board Meeting
July 16, 2020
GoTo Meeting

In Attendance:

Executive Committee: Sandra Moody Gresham, Frank Spinelli, Kelly Belote,
Bill Barrett, Ingrid Martin

Administration: Becky McWilliam, Mary Ferretti

The meeting was called to order at 9:03 AM

Branding and Marketing

Sandra would like J&M to announce all incoming local presidents on social media. She has asked that all locals provide J&M with a list of their media outlets. Sandra would like to have J&M create flyers for all of the events that can be included on the website and in emails, etc. to increase chapter awareness. We need to be including the HealthBenefitsOhio website on all marketing and emails, along with the OAHU website. We are working on creating a blog to be posted on both sites that will bring professionals and consumers to our website. We can ask members to suggest topics for the blog.

LPRT

We need to increase LPRTs. 30 to 40% of members are eligible but have not taken the 10 minutes to fill the application out. OAHU will reimburse the application cost. Ingrid checked and you can still apply for this past the deadline but there is a \$50 late fee. OAHU would not reimburse that.

OAHUPAC/HUPAC

We need to increase donations for the OAHUPAC and HUPAC. The state board and all local boards should focus on promoting OAHUPAC and should add links to registration forms to donate. It was suggested that John Dodd send a letter to all local/state boards to have them concentrate on this. At the least, every board member should be donating as this goes towards the NAHU certification award. John McGough is working on providing the current OAHUPAC/HUPAC donation list to include who and how much. He is also confirming the fiscal year. Sandra has asked J&M to create an online OAHUPAC donation form.

As a side note Sandra mentioned that during the NAHU Virtual Convention Dave Reinhart gave a speech about diversity. He is looking for a few volunteers from each state to join the committee so if anyone knows of someone who may be interested let them know.

Financial

Bill said that he would like J&M to send the monthly bank statements along with the financial report.

There has been an issue with reimbursements taking too long. The board would like J&M to have a time limit on reimbursing members of 10 days from receiving the paperwork. Ingrid mentioned she thought they were previously being done once a month due to saving time from doing them individually each time one comes in. But agreed a month is a long time to wait. We also need to make ACH payment an option for reimbursements.

The board would like to see the J&M Fidelity Bond and Insurance certificate every year and also check that OAHU is named as the AI (Additional Insured). This is something the Immediate Past President should be tasked with keeping track of.

CareWorks revenue has been declining since 2018. In 2018 the amount was \$184,00; in 2019 the amount was \$174,000; in 2020 the amount was \$162,000. This appears to be due to lack of participation. It was suggested that the high producers should let the membership know why/how it works for them. The board would like a 60-day distribution time for the CareWorks funds to the locals. If it needs to be longer than 60 days due to reconciling what is owed to each local, then a check should be written out for the locals mirroring their last year's payment. It was mentioned that could cause issues because if the amount lowers every year then we would be paying them too much if we mirror the past year. It was suggested that if this instance occurs and then there is any overage due to the locals that the overage would be held and distributed to locals with their amount the next year. The formula should be redone. It was mentioned that it would save a lot of time if the report could include what local the sellers are from. **ACTION ITEM:** J&M will ask CareWorks if it is possible to break the report down by OAHU chapter.

There is a mistake in the budget and we need to reallocate funds. Earlier in the year the board voted to move funds from the NAHU Convention line to the Cap Conference Scholarship line and it was approved. It was recently voted on to move funds from NAHU Convention to Leadership Summit. But the funds had already been moved. Ingrid made a motion to move \$2300 from DAS line to Leadership Summit line. That, along with the \$700 already in Leadership will give us the \$3000 total needed. Frank seconded. **ACTION ITEM:** An email will be sent out to the full board stating the correction.

Committees

Sandra would like each member of the board to keep an eye on and oversee a specific committee. It would also be good to decide on one goal for each committee to accomplish.

Frank Spinelli will oversee the Strategic Planning committee **ACTION ITEM:** J&M will send Frank the current plan and any updates so that he can make it a goal to make enhancements to it this year. Bill Barrett will oversee the Endorsed Program committee. Sandra will ask if Sarah Richardson will oversee the Vanguard committee. Sandra Moody Gresham will oversee the

Membership committee - NAHU would like two chairs on membership, one for membership and one for retention; Kelly Belote said that Ann Stark might want to be a chair, she will ask her. Sandra will ask Matt Byrne if he would be the PR/Media Relations chair. John Dodd is going to be the HUPAC and OAHUPAC Chair. **ACTION ITEM:** Sandra would like the board to think about which committee they would like to oversee and get back to her within a week so she can let the chairs know.

Contractor Evaluations

As far as we know J&M and John McGough have not had yearly performance reviews. The board agrees it would be good to start doing these reviews. This would make sense to assign this to the Immediate Past President since they would be the person who most recently worked with them. **ACTION ITEM:** Ingrid will perform evaluations for this year. Matt at CAHU should have a form she can use as a starting point as he just conducted a review on their admin before she retired. Sandra will assist Ingrid with this project.

Upcoming Events/Calendar

The agenda has been sent for the Leadership Summit and Sandra has emailed it out to the board. We were able to get the price on the Keynote Speaker down to \$750 and MedPut is sponsoring \$500 of that. Bob Lackey will be talking about MedPut along with a representative from there. Bob Nicoll will be speaking for CareWorks and we still need to find someone from OAHU who has experience with the program to speak as well. We will offer anyone who donates at least \$20 to OAHUPAC an Uber Eats lunch. John McGough will confirm we are allowed to give this incentive. If we are allowed, how will it be handled?

The DAS is not happening.

Open enrollment is coming up, we need to aggressively advertise. We can discuss this more at the next meeting, as well as how the state can support the locals with advertising.

Meeting adjourned at 10:38 AM