



## **OAHU Board Meeting**

**April 27, 2021**

**Zoom**

**In Attendance:** Sheri Maskow, Bob Nicoll, Sandra Moody Greshman, Bill Barrett, Jennifer Kaufman, Mike Staebler, Sherri Rutter, Debbie Bogdan, Dee McFarland, Frank Spinelli, John McGough, Barb Gerken

Called to Order: 1:01 pm

### **CCI**

Bob Nichols started his report informing the board of the merger with Sedwick, which is the largest TPA in Ohio. They will now be known as Sedwick Manage Care Ohio. Open enrollment is beginning in May, group rating policy and marketing quotes will be going out in June. The deadline is in November, and open enrollment has a deadline in January of 2022. The discounts will remain the same. They are currently working on agent and association checks. Expect to see all commission checks and the report about commission checks in the next few weeks.

### **Chapter Reports**

Northwest- Sherri Rutter reported that there will be a 2-hour CE class from MedPut in May, and there are currently about 40 people enrolled. The NW spring Products Fair was cancelled due to "Zoom burnout" and a lack of vendors. The chapter had 4 members attend CapCon. They are hoping to start in person events in June with more coming this fall.

Northeast- Debbie Bogdan reported the Products Expo was held virtually and was successful, making \$5000 with about 100 people attending. The chapter has started to send bi-monthly newsletters to target non-members. Debbie was excited to share the chapter has 6 new members. They are working on monthly meetings and holding the annual golf outing in August.

Cincinnati- Jennifer Kaufman reported there will be an in-person event in May. The survey that was sent out to the members about the types of events they wanted did not result in higher attendance, so at the next event, they will be asking the members who attend what kind of events they would like to see happen. There is some concern about losing members from the chapter due to several large competitors in the area. The focus right now is providing what the members want to see and maintaining membership.

Columbus- Mike Staebler reported the chapter had several well attended virtual CE events with the next event happening on May 13<sup>th</sup>, 2021. The Products Expo will be held on August 12<sup>th</sup>, and in person. It is taking place at an indoor/outdoor location, and it is hoped that will make people feel more comfortable being in person. The Golf Outing will take place on September 28<sup>th</sup>, 2021. There are 2 new board members that the chapter is excited to have and from the members lost, they seem to mostly due to retirement or change of career.

Western Reserve- Dee McFarland reported the chapter's main focus is to maintain membership. Getting CEs offered every month has been a struggle. Another struggle has been getting new people onto the board, but thankfully, no one has been stepping down from positions either. Dee was happy to report the chapter maintained 100% of the PAC board contributions.



### **Financial**

Bill Barrett reported that overall the budget is looking good this year. There is money in the budget the chapters have not taken advantage of, so he reminded them of those options. Each chapter has access to \$2500 to be used in marketing efforts to build membership on non-income producing activities. Each chapter can also apply for an additional \$500 if they put on a program dealing with legislative or membership topics. OAHU will be funding members to attend the Annual Meeting, with more details to come on that soon.

### **Presidents Report**

Sandra Moody Greshman informed the board of information she found out on the Region III call. There will be a COVID relief fund that is sponsored by NAHU that will support member's families that have been burdened by COVID. National will provide \$25,000 match in relief funds for the organization. This will be provided through the education fund and is tax deductible. Sandra suggests contributing as a state chapter with \$1000. She encourages members to contribute as well and will share a link to contribute. The budget line the money would be taken from would be the CapCon or Symposium funds. *Motion to contribute \$1000 to the COVID relief fund made by Bill Barrett, seconded by Frank Spinelli. Motion passed.*

Annual Symposium will be held virtually June 27<sup>th</sup>-29<sup>th</sup>. Early bird registration will be \$99. The Executive board would like to provide \$5000 for up to 50 members to attend. In order to access this reimbursement, they would be required to send proof of their name on the attendance transcript to their local chapter. If more than 50 people would like to attend, more reimbursement funds could be opened up. There will be a leadership training any member can attend the day before Symposium starts, June 26<sup>th</sup>. Keep an eye on NAHU emails for more information on that.

Rosters need to be turned in now. The rosters are used to track local leadership and state committee chairs are chosen from them. They can always be updated at a later date.

LPRT- there were only 7 members from Ohio that applied and received the LRPT designation. The fee to apply is reimbursed from OAHU and members have until April 20<sup>th</sup> to apply. The process takes about 5 minutes to complete, and Sandra would like to see the number of members receiving the designation at least double.

There is an upcoming Ethics Webinar on May 13<sup>th</sup>. Amanda Bruton will be presenting.

The Annual meeting will be held virtually on May 20<sup>th</sup> from 1:00-2:30 pm. There have been no nominations for leadership awards, and Sandra would like those in this week. At this meeting Sandra will be passing the president position onto Frank Spinelli and Jennifer Kaufman will be running for the State board as secretary/treasurer. We wish her luck in that election.

Membership is still down but is following National's trends. Having new members is wonderful and Sandra encourages the chapters to continue to engage.

### **OPERS**

John McGough has been working on getting agents being able to sell 65+ retirement benefits as well as the virtual enrollers. Initial contact has been made and we have more than 50 members interested in



being involved with OPERS. The group is really trying to get an OAHU only contract. STRS benefits are not included in the OPERS program.

**Leg Update**

Barb Gerken reported on the following enacted legislature: SB5; SB7; and SB3. She also reported on the pending legislature: HB110: section 757.30; HB37; HB90; HB122; HB125; HB135; HB153; HB160; HB198; and HB203.

Please see the board packet and word document with clickable links for further information.

Meeting adjourned 2:14pm